Board of Trade Journal

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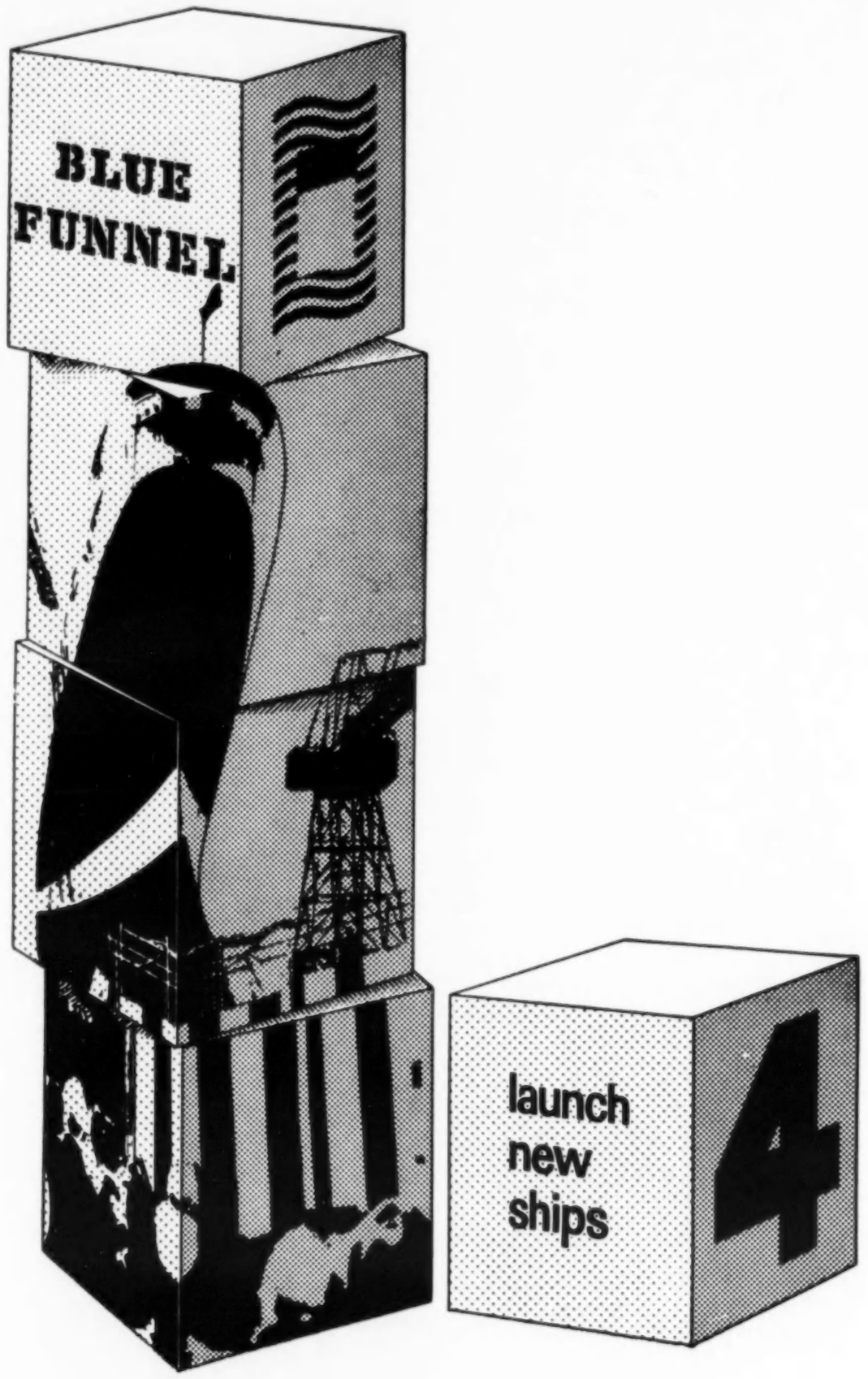

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new ships . . . new schedules . . . new berths . . . new horizons

BLUE FUNNEL · INDIA BUILDINGS · LIVERPOOL 2 · TELEPHONE · STD/051 CEN 5630 · TELEX 62236

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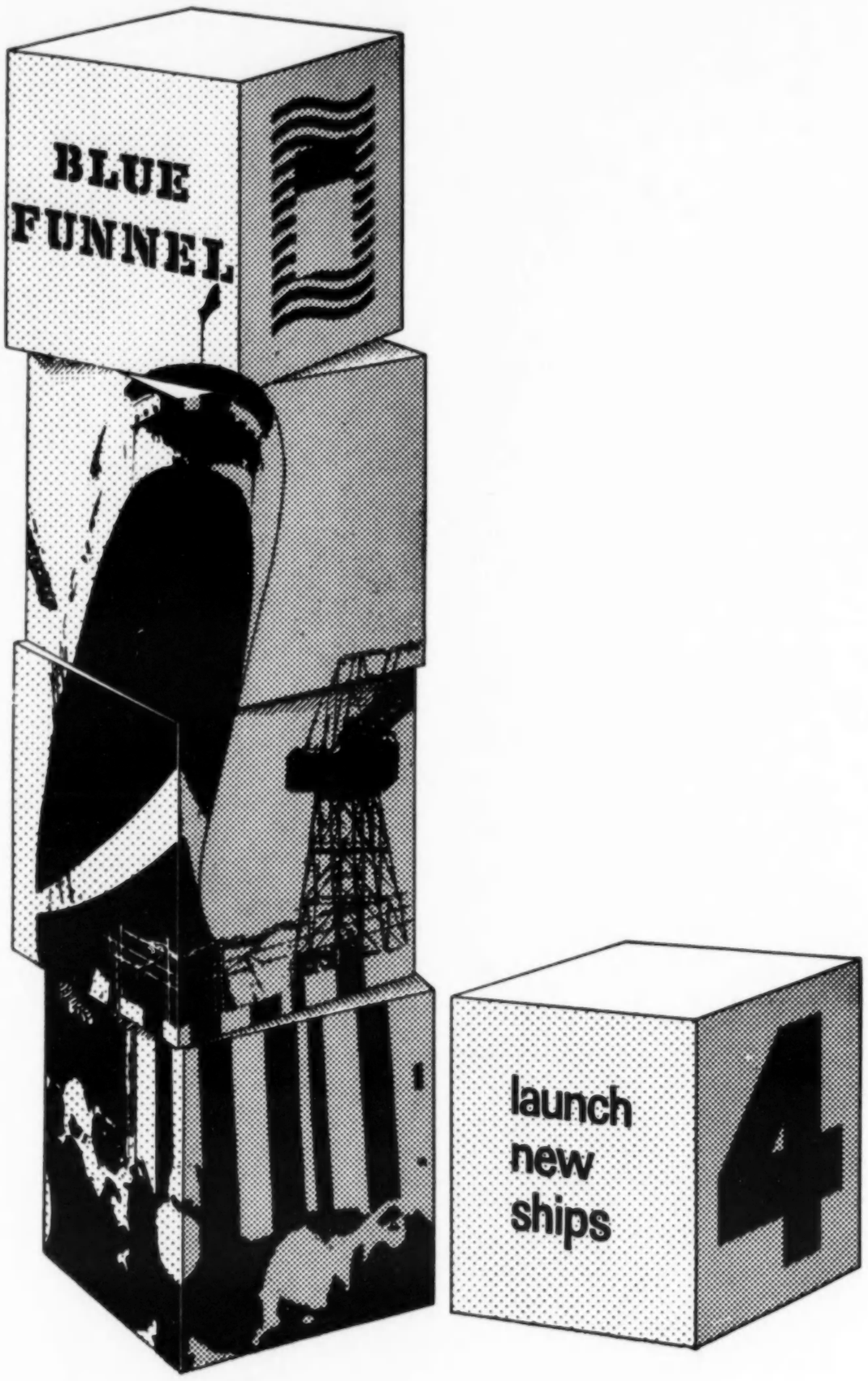

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COMMERCIAL SERVICES FOR EXPORTERS – 6

With the help of an export house

By V. R. B. Smallwood, Director, British Export Houses Association

This is the sixth in a series of articles on commercial and other organizations whose advice and services are valuable aids to successful exporting. An article on banks appeared in the issue of April 29, one on the work of chambers of commerce on May 20, one on insurance on May 27, one on the Confederation of British Industry on June 24, and one on the Council of Industrial Design on July 15.

Mr. V. R. B. Smallwood

OUR EXPORTS annually amount to some £4,900 million a year, a sizeable figure, yet falling short by nearly £1,000 million the total of our imports. Even taking into account invisibles the balance of payments has recently been very much in deficit. It follows that we need to increase exports and improve our visible balance. Not only must established exporters improve their performance but manufacturers who have never exported before must be encouraged to do so. But mere encouragement is not enough, because overseas selling is not the same thing as home trade: the effort is greater, the processes more complicated, the pitfalls many and financial rewards more risky.

Any enterprising manufacturer is prepared to try exports if it is going to be profitable. Some who have tried have been discouraged because they had not been forewarned. However well intentioned a manufacturer may be it would be foolish – indeed possibly disastrous – for him to attempt to launch himself into exports without being properly informed. Any lack of success in exporting is not only bad for the manufacturer but bad for the country's export reputation since if the manufacturer is hurt it is not unlikely that a customer abroad is upset.

Clearly there are two ways of getting into the export business – you either do it yourself or you get somebody else to do it for you. Let me at once admit, as is quite evident, that a large part of industry does its own exporting. Indeed, some 200 of the largest manufacturers are responsible for the greater part of this country's exports and they have their own highly organized export departments covering sales promotion, shipping documentation and finance (the latter often with ECGD help). But they will readily admit that such organizations require highly experienced personnel, which is not cheap. Taking into account other overheads it is clear that for an export department to be economically viable it must have a substantial export turnover. For the medium-sized manufacturer and certainly one which is entering the export field for the first time it must be difficult to export effectively and economically if he relies on his own resources. The smaller the manufacturer the greater the problem.

In this situation there is clearly a need for the manufacturer to see if there is anyone who will do his exporting for him or at least take over some of the export procedures. Who can be better placed to help the manufacturer than the export house which devotes 100 per cent of its effort to exporting? The export house provides a service which links the manufacturer with his customer overseas.

In 1962 the Board of Trade set up a Working Group on export merchants – or perhaps more correctly export houses, since merchanting is but one of the functions of the export house where, in fact, it buys and sells on its own account as a principal. In the Working Group's report it was made clear that, except when operating as export merchants, 'the activities of export houses are normally to be regarded as complementary and not alternative to those of manufacturers'.

Export houses operate in a variety of ways in addition to straightforward merchanting and can adapt themselves to meet the individual requirements of manufacturers. Their services can be valuable to manufacturers whether there are close working arrangements or not.

The manufacturers export selling agent

Many manufacturers, medium and small, have arrangements whereby the export house acts as the manufacturer's export selling agent or export manager. Sometimes the export house acts in this way for a market, or a group of markets, in which it is especially experienced leaving the manufacturer to work other markets himself. This type of relationship works particularly well where the export house concentrates on a relatively narrow sector of industry and in countries such as those in Eastern Europe where export selling calls for a special technique.

For a new entrant in the export field perhaps the most satisfactory arrangement is for the export house to act as export manager, i.e. to act virtually as the manufacturer's export department for one group of countries. Another export house might well look after another area for the manufacturer. These arrangements are flexible. The extent to which the manufacturer can hand over his exports to the export house, as manager or selling agent, is a matter for negotiation. To begin with the export house may charge an inclusive fee (if, for example, export possibilities are uncertain), but the more usual way is for the supplier to pay the manager or agent a commission on sales or some other agreed formula.

The manufacturer usually remains throughout as principal in the transaction. The agent, however, will be responsible in the first place for promoting sales. He will then attend to all the physical, financial and clerical work involved in the actual execution of sales; often he pays the supplier f.o.b. or ex works giving credit to the buyer overseas and taking the financial risk. He may stock goods at home or abroad, on behalf of the manufacturer. He will certainly follow up delivery dates (or delays), deal with all formalities in the country to which the goods are sold; and in some circumstances provide post-sales services. As I have said the degree to which the manufacturer hands over export procedure to the selling agent is a matter for negotiation. Very often in certain markets, usually the adjacent ones, the manufacturer may wish personally to undertake the selling, in this case leaving the agent to process the documentation of orders booked and to arrange for collection of moneys owing. The advantage of such an arrangement lies largely in its flexibility. There are a number of export houses expert in this type of operation, being experienced either in classes of goods or markets, or both.

The manufacturer may well ask, and should ask, whether by employing an export house as selling agent or manager, the price of his goods will be increased to his customers overseas. His

customers will also be interested particularly if, as in the United States, the importer customarily contracts with the manufacturer and considers the introduction of another party to add to the cost.

The answer is that there is no difference. The export manager or selling agent is well aware of the need to be competitive. Clearly the 'ex works' price is less than the f.o.b. or c.i.f. price to the buyer, but the export selling agent or manager will quote the same price as the manufacturer. This is a fact and can be proved by example. The export house would soon be out of a job if this were not so.

Manufacturers who have their own network of overseas agents can also look to the export house for assistance. When an order is received through an overseas agent, the manufacturer may agree to accept it provided it is confirmed through a confirming house. The function of a confirming house is mainly financial, but frequently it ships the goods as well.

The confirming house reaffirms, usually as a principal, an order which an overseas importer has placed with the manufacturer's agent or traveller and undertakes to pay for the goods in England on terms acceptable to the producer. More often than not these are cash against evidence of delivery f.o.b. the carrying ship. The manufacturer who accepts overseas orders on this basis is virtually making a domestic sale and avoids the necessity of giving credit to the importer and having to take into account his creditworthiness. This is transferred to the confirming house and the manufacturer can devote his financial resources more fully to production.

In a credit thirsty world the willingness of a confirming house to give credit to an importer may well influence the placing of an order. These facilities are used not only by small manufacturers, but by the larger with their own export departments. This important financial role is widely recognized and used in more and more markets.

Another role in which the export house operates is that of buying agent. A buying agent receives orders from overseas to be executed in the best possible way; the house is chosen by the importer for its judgment, experience and knowledge of sources of supply. It usually undertakes the shipping and, although acting as agent for the importer overseas, very often pays the supplier against delivery f.o.b. It will be readily appreciated that for the manufacturer, large or small, contact with an export house operating in this capacity is a real advantage.

There are two other ways in which export houses can help manufacturers. Finance for export is always in short supply – at least exporters can always use more of it. Where a manufacturer conducts his own export trade – has his own export department and does much of the documentation, he has probably built up over the years relationships with his customers which provide for a measure of credit. To give credit overseas means, however, that resources which could be used in production are deployed in financing exports. A relatively new service is being built up by export houses operating as factors; that is to say they virtually buy the current overseas debts of the manufacturer for cash or on other acceptable terms, relieving the manufacturer of the *del credere* risk of the customer overseas and releasing funds for production purposes. Factors have, of course, been a feature of the domestic scene for some time and their extension to the export trade has provided another valuable service for the manufacturer.

Yet another source of finance in a larger way is provided by relative newcomers – the export finance house – an old friend in new guise who is able to solve the financial problems of both supplier and buyer, especially where medium term credit is required in larger transactions.

Manufacturers may well wish to know how to link up with an export house. The British Export Houses Association operates a 'marriage bureau' for this very purpose. The activities and interests of its members are card-indexed to assist in making the contacts, while its monthly circular, which manufacturers are invited to use, offers them the opportunity of making their requirements known to some hundreds of export houses. Contact is made by those houses who feel able to help and experience has shown that valuable export business on a continuing basis has resulted. The value of this service has been recognized by the Regional Offices of the Board of Trade, the Confederation of British Industry and a number of other industrial associations, who fully support it with their co-operation.

I am not suggesting that to export in conjunction with an export house is fun; but export houses do offer services and facilities which can relieve the manufacturer of many of the headaches and problems of exporting and permit him to concentrate upon making goods which will sell competitively abroad.

New chairmen of BNEC Export Councils for Europe and Australia

MR. A. R. GLEN, who has been chairman of the Export Council for Europe since 1964, is resigning from this post on December 12.

Sir Charles Wheeler, who has been chairman of the British National Export Council's and Commonwealth Export Council's Committee for Exports to Australia since February 1965, resigned from this post on July 31.

After consultation with Lord McFadzean, chairman of the British National Export Council, Mr. Douglas Jay, President of the Board of Trade, has invited Mr. Hector McNeil to undertake the chairmanship of the Export Council for Europe as successor to Mr. Glen, and Mr. A. P. H. Aitken to undertake the chairmanship of the Committee for Exports to Australia as successor to Sir Charles Wheeler. Both Mr. McNeil and Mr. Aitken have accepted.

Notes:

The Export Council for Europe was set up at the end of 1960 to explore the opportunities for increasing British exports to Western Europe and to encourage British industry to take advantage of these opportunities. In 1964 the British National Export Council was brought into being to work in a similar way to develop exports to world markets generally; the Export Council for Europe is now operating under the ægis of the BNEC.

Mr. A. R. Glen is the chairman of H. Clarkson & Co. Ltd. He was deputy-chairman of the Export Council for Europe from 1960 to 1964, and when Lord McFadzean became chairman of the newly-formed BNEC in 1964 he took over the chairmanship of ECE.

Mr. Hector McNeil is the managing director of Babcock Wilcox Ltd. and was a founder-member of the Export Council for Europe.

The Committee for Exports to Australia was set up in 1965 following the establishment of the British National Export Council and Commonwealth Export Council.

Sir Charles Wheeler is chairman of Associated Electrical Industries Ltd.

Mr. A. P. H. (Peter) Aitken is a founder-member of the Committee for Exports to Australia. He is a director of Stone-Platt Industries Ltd.

BEAMA analysis of UK exports and imports of electrical goods

THE LATEST COMPREHENSIVE guide to the British Electrical Industry's overseas trade has just been published by The British Electrical and Allied Manufacturers' Association. Entitled 'Territorial Analysis of United Kingdom Exports and Imports, 1963-1965', the publication is divided into two sections covering imports and exports with a separate introduction to each.

The export section of the analysis shows the value of exports from this country to their different destinations, and is broken down under different product headings covering each division of the industry. The import section is laid out in a similar way, and tables in both sections bring together all of the available information on imports and exports.

The analysis shows that due largely to the substantial expansion in exports of electrical machinery last year, the overall value of UK exports of electrical and allied engineering products rose by about 4½ per cent to £378.9 million in 1965 as compared with £362.6 million in 1964. These totals cover not only the main customs category of 'Electrical Machinery, Apparatus and Appliances (Division 72)', but also products which are normally regarded as part of the electrical and allied engineering output, such as turbines and electronic computers and light fittings.

The analysis is available from the Information Division, BEAMA, 8 Leicester Street, Leicester Square, London, W.C.2. (Price £2 2s. 0d.).

Impetus to international standards

By D. A. Shepherd, OBE, Ministry of Technology

THE DEVELOPMENT and use of industrial standards is an indispensable part of technological progress and no one today questions the importance to the national economy of such bodies as the British Standards Institution. It has always been recognized, however, that unless such standards are harmonized between countries they could become formidable obstacles to trade, particularly where differences in standards are accompanied by wide variations in official testing requirements. For many years, therefore, the International Standards Organization and the International Electrotechnical Commission have provided a forum where all countries can meet to formulate recommendations for standards which have universal acceptability. Although 700 such standards have now been evolved this is necessarily a somewhat lengthy process and tends inevitably to lag behind the rate of formulation of national standards.

In recent years, an additional complication has been introduced as a result of moves towards greater economic unity and co-operation in Europe. The formation of the Common Market and of the European Free Trade Area has provided a powerful stimulus, as well as an excellent opportunity, for their members to harmonize national standards within their respective spheres.

This carries with it, however, the danger, not only of by-passing the work of the truly international bodies, ISO and IEC, but of creating serious obstacles to trade between the two blocks in so far as the standards which they evolve differ from each other. This temptation was resisted and two co-ordinating committees of the standards bodies of EEC and EFTA countries were set up; CEN (concerned with non-electrical standards) and CENEL (concerned with electrical standards only). These bodies are concerned with securing the identical application in the member countries of ISO and IEC recommendations. They also endeavour to reach agreement on standardization matters which are not dealt with by ISO and IEC and which are important to European trade.

In recent months, however, there have been indications that the EEC countries might find it preferable, and quicker, to 'go it alone' and work towards their own exclusive standards and testing procedures as provided for under the Rome Treaty. This tendency can certainly be attributed in part to relatively slow progress in CEN and CENEL. And the United Kingdom became seriously concerned lest it lead to a disastrous split between the EEC and EFTA countries over future standards development.

It was recognized by those concerned in the United Kingdom that one of the reasons for slow progress in CEN and CENEL was that the delegates of national standards bodies at international standards meetings tend to be concerned with achieving the ideal standard according to their (varying) technical briefs and therefore disinclined to make concessions for the sake of reaching agreement. Unfortunately here, as in many other areas, the best thus tends to become the enemy of the good and it was necessary to ensure that the overall political and commercial considerations were given their full weight. The United Kingdom accordingly felt that the opportunity should be taken of the meeting of EFTA ministers in Bergen last May, to secure agreement at the political level which would impart a greater sense of urgency to the work in CEN and CENEL and the full international standards bodies. The United Kingdom's recommendation was endorsed by EFTA Ministers and it is expected that it will result in a speed up of the work of International and Inter-European Standards bodies, and so obviate any need for particular groups to pursue an independent course. Perhaps the importance of the confirmation and strengthening of standards policy, and the emphasis on alignment, with all that is involved for old attitudes, inhibiting legislation and so on, can be best illustrated by the following recent exchange of letters between the President of the Confederation of British Industry, and the then Minister of Technology, Mr. Frank Cousins.

May 31, 1966.

Dear Minister,

I should like to draw your attention to a matter which has been concerning us a good deal of late – that of the many differing national industrial standards and specifications which are frequently allied to exclusive testing arrangements and which together form a substantial barrier to trade.

2. The record of the United Kingdom in alignment of our own British Standards with internationally agreed specifications is not good, particularly when specifications are backed by legislation. This often results in our standards being to a higher specification than accepted elsewhere and in particular in Europe, in some fields. Since many purchasing countries demand equipment to be manufactured to British Standards, this frequently places us at a competitive disadvantage.

3. We should, therefore, like to urge that the Government should support, and be seen to support, every attempt to secure international alignment in standards in the appropriate international forum. It should, moreover, both in its own legislation and in its procurement policies, give the strongest support to acceptance of internationally agreed standards as British Standards without deviation; it should make it clear to BSI that this is the Government's policy.

4. Until such time as British Standards can be brought into line with Continental practice, although we appreciate that it would not be practicable for Government to place orders in Britain against foreign standards, we would like to urge that the British Standards Institution should be encouraged to accelerate the production of British Standards in advance of and anticipating international agreement in cases where foreign (particularly German and American) standards are widely accepted abroad and are likely to become international standards in due course.

5. I am sending a copy of this letter to the President of the Board of Trade.

Yours sincerely,
Sir Maurice Laing.

The Rt. Hon. Frank Cousins, MP
Minister of Technology,
Millbank Tower,
London, S.W.1.

June 14, 1966.

Dear Sir Maurice,

Thank you for your letter of May 31 about the need for Government support in every attempt to secure international alignment in standards. If I may say so your letter was very timely, in that the questions you raise were discussed by the EFTA Council of Ministers at their recent meeting in Bergen.

We here have been very conscious for some time that differing national standards, particularly allied to exclusive testing arrangements, are a substantial barrier to trade; and that our own record of alignment with international agreements leaves something to be desired, for a variety of reasons. We believed that the best solution to this problem was to put political weight behind the efforts of those concerned with securing international agreement in the various international organizations by making it clear that we were ready to press for a special effort in this field, and asking our EFTA partners to agree to do the same. This effort would, of course, involve an attempt to avoid wherever possible any national deviations from international agreements, and the use of public procurement as a lever to ensure greater compliance with international standards.

Accordingly the United Kingdom put forward recommendations in this sense to EFTA, and I am glad to be able to tell you that the EFTA Council Ministers endorsed these at their Bergen meeting. The recommendations were that:

(i) EFTA Ministers should give strong encouragement to industries, departments and to Standards bodies to pursue the objective of getting early agreement on Stand-

(*Continued at foot of next page*)

President on 'remarkable effort to increase exports'

THE PROGRESS MADE in exports 'as a nation so heavily involved in international trade' was referred to by Mr. Douglas Jay, President of the Board of Trade, when he spoke in Parliament on July 26 on the opening day of the two-day debate on economic affairs. Mr. Jay said:

'Our exports today represent 16 per cent of our national income compared with about 10 per cent for Japan and 4 per cent for the United States. When one looks at events in perspective one sees from these and other figures what a remarkable effort this country has made in increasing its exports to meet the challenge since 1945.

'It is a remarkable fact that between 1900 and 1938 there was no increase at all in the volume of United Kingdom exports. Nevertheless, between 1946 and 1965 our exports rose in volume by 150 per cent – that is, they more than doubled. As a result, while, in 1938, our exports were paying for only two-thirds of our visible imports, last year they paid for 95 per cent of them. Indeed, our exports both to the EEC and EFTA – curiously, it is the same figure in each case – have risen by 70 per cent since 1960.

'At the end of 1964 and throughout 1965 the present Government put into operation a whole series of new export incentives, services and export promotion measures which I described in detail in the Budget debate. What have been the results since then? It is worth looking at the figures. In 1964, before these measures were put into force, world trade in manufactures rose by 15 per cent in value, and total United Kingdom exports by 5 per cent. In 1965 world trade rose by only 11½ per cent, but United Kingdom exports rose by 7 per cent. In that year, United States exports rose by only 5½ per cent. During the first five months of this year, before the shipping strike, total United Kingdom exports rose in value by 9 per cent.

'In volume, our exports rose 3 per cent in 1964, 5 per cent in 1965 and 6 per cent in the first five months of 1966, or faster than the National Plan target of 5¼ per cent – a creditable response by British industry to the new facilities and services offered to it. Over the first six months of this year, even including the strike month of June, our exports to Canada are 17 per cent up in value and to the United States 32 per cent up. To the Soviet Union, in the first six months of this year, our exports have risen by 27 per cent, and to Eastern Europe as a whole, excluding the Soviet Union, by 36 per cent.

'I warned the House in the Budget debate that we must reckon on a rise in the value of imports this year since we successfully held down the rise to only 1 per cent in 1965 and since our national income and output are rising. So far in the first five months of 1966, partly due to higher prices, imports have risen in value by 7½ per cent above those for the corresponding months of 1965. Therefore, despite this rise in imports, the visible trade balance up to the time of the shipping strike had improved a little further this year. Neither our visible trade balance nor our commercial invisibles, apart from tourism, had given any pretext for a psychological shudder in the exchange markets.

'What, then, has caused the present difficulties? The first cause is that Government expenditure overseas, desirable as it often is, in civil and military aid has risen far too high—for instance, in Germany in particular. Secondly, import prices have risen faster than export prices this year. Thirdly, the shipping strike, while damaging in itself, led to exaggerated deductions from the June export figures.'

The first day's debate is given in Hansard *of July 26, cols.* 1449-1580, *and the second day in* Hansard *of July 27, cols.* 1725-1858.

Selective loans for tourist industry hotels

DURING HIS SPEECH in Parliament on July 26 the President a'so spoke of further export promotion schemes, including details of loans to certain hotels to help the tourist industry.

'The export figure can reasonably be expected to recover from the June total as the effect of the strike wears off. We shall not, however, as a Government, rest content with the whole series of export promotion schemes which have been launched in the past two years. We are preparing further new measures.

'To give some examples I believe that there are practical possibilities of expanding mail order export business, and I am investigating these with those who are most experienced in the trade.

'Secondly, the Export Credits Guarantee Department is examining the feasibility of extending the very successful financial guarantee scheme to direct loans to buyers in certain cases below the existing £2 million minimum.

'Thirdly, we shall extend to Germany in September the operation, which has proved effective in the case of the United States, Canada and Australia, by which British commercial officers from those countries visit systematically a number of British firms in this country and stimulate exports.

'I have also decided to introduce a scheme, which was mentioned by the Prime Minister* for encouraging our own tourist industry to expand its earnings with the help of development loans from the Government.

'The scheme will have to be selective and not indiscriminate. The loans, therefore, will be available only for hotels which can show that capital expenditure on new buildings, building extensions or new installations of fixed equipment will result in significant new or increased earnings from their overseas visitors. The rate of interest to be payable on the loans will be the Exchequer lending rate, and the maximum period allowed for repayments will be a term of 15 years. For any given project the loan will not normally exceed 50 per cent of the cost of the development, and there will be a lower limit of £10,000 for each loan. The scheme will operate initially for one year, and the total of the loans to be approved during that year will be up to £5 million. We shall consult representatives of the industry about the working of the scheme.'

* See page 266 *Board of Trade Journal*, July 29.

Lord Mancroft joins BTA board

MR. DOUGLAS JAY, President of the Board of Trade has appointed Lord Mancroft to be a member of the board of the British Travel Association.

Lord Mancroft, who is president of the London Tourist Board, has been closely associated with travel and tourism for some years. Until his recent appointment as deputy chairman of Cunard, he had been chairman of Global of London. In 1963, Lord Mancroft was a member of the British Travel Association delegation to Russia, led by Lord Geddes, the Association's present chairman. The delegation discussed with the Russian authorities the development of two-way tourist traffic between Britain and the Soviet Union.

Impetus to international standards *continued*

ards in the European and, where appropriate, in the international Standards organizations:

(ii) the national Standards bodies should be pressed to make the strongest efforts to secure full acceptance of the results of these agreements in national standards without deviation, and public purchasing departments should be urged to take full account of such standards.

We shall be making it clear to BSI that this is the Government's policy, and we shall have to look again at the impediments here to full acceptance of international standards. whatever they may be, including legislation, and also examine the role of public procurement. We shall also be discussing with BSI what more can be done so that British Standards anticipate International Agreements, when established European or American practice seems likely to be accepted internationally. BSI fully supports this policy.

We, of course, rely on the Confederation to assist in these efforts in the first place by bringing to the notice of your members, who in fact provide much of the personnel of BSI Committees preparing British Standards, the agreed policy of this and other EFTA Governments, as set out above, so that they will be aware of the importance of these policies in their work for BSI, and the need to ensure that their personnel who serve on these Committees, are of the necessary calibre and authority.

The gist of the proceedings on this topic at the EFTA Council meeting is being given in answer to a Question in the House of Lords today. In view of the publicity given to your letter to me on this subject, I have no objection to your making known to the Press the contents of this reply if you so wish.

I am sending a copy of this letter to the President of the Board of Trade.

Yours sincerely,
Frank Cousins.

'Peru is a challenging export market'

—Mr. Douglas Jay

'PERU offers us a challenging and developing market for many British exports, particularly for capital goods, semi-processed materials and technical and consultancy services,' said Mr. Douglas Jay, President of the Board of Trade, at the Independence Day luncheon of the Anglo-Peruvian Society, in London, on July 28. 'New factories have to be equipped. The development of the interior calls for road-making machinery. New ports are needed to carry the increased flow of Peruvian exports: and rural electrification requires more generating sets.'

Earlier the President had congratulated the Society as being among the most active promoters of Anglo-Peruvian trade. 'It is a tribute to your success that our exports to Peru rose by nearly 23 per cent in 1965,' he said.

The President said that in a number of these fields British firms were already doing well and making a major contribution to Peruvian development. To quote just an example, ICI and Fairbairn Lawson, working with local Peruvian interests, had recently announced plans for the establishment in Arequipa of a factory to make sacks from woven plastic material. The process was one very recently developed by British industry and the benefit of it was being passed immediately to Peru: indeed, apart from one plant started in Britain at the end of June, the Peruvian factory would be the first of its kind in the world.

'Although I have hitherto spoken primarily of capital goods,' said the President, 'Peru continues to offer a useful market for British exports of consumer goods. We are currently negotiating under GATT with the Peruvian Government over the increased tariffs imposed on some of our traditional exports to Peru; and we very much hope that these negotiations can be concluded satisfactorily at an early date. I feel sure that our request for a lower tariff on whisky will command wide support in Peru: and, since trade is a two-way business, let me say in return to Peruvian businessmen that for all major Peruvian exports the British market is wide open and our tariffs are low or non-existent.'

The support which the British Government was giving to Anglo-Peruvian trade was more than exhortation and goodwill. The official services of the Board of Trade and of the British Embassy in Lima were complemented by the work of the Committee for Exports to Latin America, and of the Peruvian-British Trade Promotion Centre. 'Several members of the committee are here today, said the President 'and I am glad to pay tribute to their energy and enthusiasm. Credit is, of course, an important selling point in Peru, especially where capital goods are concerned. All ECGD's normal credit insurance facilities are available for Peruvian contracts: and indeed there is no limit on the volume of business which ECGD is willing to cover in this market.'

In capital aid, Britain had offered a loan of £2 million to the Peruvian Government. While we believed that this British loan, backed by our technical assistance programme, would make a very worth-while contribution to Peruvian development, we recognised that Peru must look for the greater part of her long-term loan capital to the international agencies, to the World Bank and the Inter-American Development Bank, as well as to the United States. The President reminded British exporters that a substantial part of the loans made by the Inter-American Development Bank were, like World Bank loans, untied and open to world-wide procurement.

The President went on to say: 'There is reason to believe that British suppliers have not been winning as large a share of untied Inter-American Development Bank loans as we might have hoped. The sums involved are substantial – up to the end of September 1965 the bank had disbursed over 175 million dollars on projects open to world-wide competition – and orders are paid for immediately and in cash. Details of Inter-American Development Bank loans are available from a variety of sources, including the Board of Trade's Export Services Bulletin. I am sure that with sufficient extra enterprise a larger share of these funds can be secured by British suppliers.'

Mr. Mason speaks of relationship between BoT and Air Registration Board

SPEAKING at the annual luncheon of the Air Registration Board in London, on July 28, Mr. Roy Mason, Minister of State, Board of Trade, said: 'This year, the Air Registration Board enters the thirtieth year of its existence. Contrary to popular belief, the Board of Trade's association with the Board does not merely date from July 1, 1966. The Board of Trade officiated at its baptismal ceremony. I find that on February 26, 1937 the Board of Trade performed the somewhat unromantic ceremony of directing the Air Registration Board to be registered with limited liability without the addition of the word "Limited" to its name. I look forward to a happy and co-operative relationship now that the two Boards are brought together.'

Mr. Mason said that during the period of its existence, the Board had not only been a witness of, but also an active participant in, the vast changes which had accompanied the rapid developments in aviation. The growth in the complexity of aircraft had been almost matched by the growth in the number of aircraft on the British register, which had risen to over 2,000 today. Although this had meant that increasing demands had been made on the Board's resources, he was confident that the Board would continue to provide the same high standard of service to manufacturers, operators and Government as before.

'The transfer of Civil Aviation functions from the Ministry of Aviation to the Board of Trade has caused no real problems from the administrative and regulatory point of view', said the Minister of State. 'In the technical field, some readjustment of relationships is necessary because responsibility for civil aviation and for research and development no longer rests with the same Minister. I realise how essential it is for a body like the Board, with limited resources but with a need to keep in the forefront of technical progress, to be able to have access to advanced work in the research and development field and to be able to initiate research and development. It is our aim to ensure that the Board will not lose by the change in Ministerial functions. The Technical Committee which was set up some months ago to ensure close co-operation between the Ministry of Aviation and the Board will continue in existence with members drawn from the Board, the Ministry of Aviation and the Board of Trade. It will help to smooth out any problems that do arise.'

Mr. Mason said there were two matters of great national importance which the Board must be following with very close interest, because the outcome would have a great effect on the orientation of its activities. One was the future of the British aircraft industry following the Plowden Report. The other was the types of aircraft which BOAC and BEA were to purchase. These were both matters which were *sub judice* and he had to maintain a silence. They were receiving the close attention of the Government, and especially of the Minister of Aviation.

'A glance at the contents of the Annual Report reveals the great diversity of the Board's interests and activities' continued Mr. Mason. 'Apart from the routine business of airworthiness and licensing, the forward-looking nature of its business is illustrated by its valuable pioneering work in the supersonic field and on hovercraft – I am not sure whether one refers to airworthiness, seaworthiness, landworthiness or hoverworthiness. Apart from its services to this country, the Board's work and reputation stretches out over many parts of the world and its international connections and activities are in keeping with the international nature of civil aviation itself. I am delighted to see among your guests today a number of distinguished visitors from overseas.

'We all have a common aim, to achieve greater safety in aviation. The unfortunate plague of serious accidents over the last year in many parts of the world must constitute an incentive towards greater effort on the part of all of us.'

Mentioning some of the safety measures which have been introduced over the past year with the Board's help, Mr. Mason spoke of, first, the extension of the carriage of flight data recorders to nearly all turbine engined aircraft and to the larger piston engined

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aircraft engaged in public transport. The second was the protection of essential crew members in the event of smoke or fumes affecting pressurized aircraft. The third was the requirement for all but light aircraft engaged in public transport to carry at least two pilots.

'I must express our appreciation of the valuable part played by the Board in the Civil Aircraft Airworthiness Data Recording Programme,' said the Minister of State. 'This exercise, by which a great deal of useful information is obtained from recorders specially installed in selected aircraft engaged on day-to-day operations, not only enables airworthiness requirements to be reviewed on the basis of firm evidence, but occasionally reveals areas in which operating techniques can be improved.

'There are other measures in the pipeline. The need for pressing ahead with work on autoland is as great as ever. There is a need to take quantitative account of snow, slush, and pools of water on runways; there is a need for improved evacuation of aircraft in emergency, for extension in the use of weather radar and the introduction of a new certification category for light aeroplanes. These are all measures to which consideration is now being given.

'Frequently, safety can only be bought at a price, measured sometimes in capital cost, sometimes in running cost, sometimes in the extra weight that has to be carried. Absolute safety is beyond our achievement and one of the problems which we constantly come up against is to decide whether the price is too great for the additional safety we hope to gain.'

Transport White Paper

'PLANNED AND INTEGRATED development of the country's transport system' is the dominant theme of the White Paper on Transport Policy presented to Parliament by Mrs. Barbara Castle, Minister of Transport, on July 27.

The Government's policy has been shaped, says the Paper, by the need to

(1) modernize transport infrastructure and services (rail, road, ports, etc.); since total resources are limited, this means planning investment as a whole, increasing productivity and developing better criteria to assist choice between competing claims on resources;

(2) give greater priority to dealing with the problem of traffic conditions in towns; again the solution lies in integrated planning, especially in the conurbations;

(3) take account of the social, as well as economic, needs of the country; and

(4) recognise the key rôle of public transport in solving transport problems; publicly-owned road and rail services must be integrated on a functional basis.

The White Paper announces a new policy for the railways, with the Government assuming responsibility for losses on services retained for social reasons, though this may ultimately be shared by local communities; a National Freight Plan to offer the customer a publicly-owned integrated door-to-door service by road and rail; an expanding roads programme both in and between towns; measures to improve public transport in towns and rural areas, including financial assistance for the construction and major improvement of transport facilities; integration of passenger transport under new authorities; assistance for docks modernization, as a step to long-term re-organization on the basis of public ownership; and re-organization of the inland waterway network. The Transport Act, 1962, will be amended to make these changes possible.

The White Paper on Transport Policy (Cmnd. 3057) is available, price 3s. 6d., from HMSO or through any bookseller.

National Film Finance Corporation: appointment of member

THE BOARD OF TRADE announce the appointment of Mr. R. A. Clarke as a member of the National Film Finance Corporation.

Note:

Mr. R. A. Clarke, DSC, is a director of Hill Samuel & Co. Ltd. and a member of the Issuing Houses Association. Before joining Philip Hill (now Hill Samuel) he was a partner in the firm of Slaughter and May from 1955-61.

PRINCESS MARGARET VISITS CERAMICS DISPLAY

Thirty-three leading British pottery manufacturers combined to display their 1966 designs for home and overseas markets at an exhibition of ceramic tableware for china buyers and the Press in the Carlton Tower Hotel during July. The British pottery industry exports nearly half of its products, and three of its manufacturers have this year gained the Queen's Award to Industry. The exhibition was visited by HRH Princess Margaret, and organized by the British Pottery Promotion Service. Picture shows (left to right) Mr. K. T. Wild (managing director of Royal Albert – one of the Allied English Potteries Ltd. companies – and vice-chairman of BPPS). Mr. Sam H. Jerrett (director of the British Pottery Manufacturers' Federation, and chairman of BPPS), HRH Princess Margaret and Mr. Arthur Bryan (managing director of Josiah Wedgwood & Sons Ltd. and a director of BPPS).

Bank holidays in 1967

IN 1967, THE last Monday in May, the 29th, and the last Monday in August, the 28th, will be Bank Holidays in England and Wales and in Scotland.

Her Majesty the Queen declared these dates as Bank Holidays by a Royal Proclamation made on July 28 under the Bank Holidays Act, 1871, and other Acts. The Royal Proclamation was published in the *London* and *Edinburgh Gazettes* on July 29.

The Bank Holiday on May 29 will replace the Monday in Whitsun week in England and Wales, and the first Monday in May in Scotland; and the Bank Holiday on August 28 will replace the first Monday in August in England and Wales and in Scotland.

Notes:

These changes will continue the experiment of moving the August Bank Holiday to the last Monday of the month and will extend it to the earlier holiday.

The Proclamation covers only Great Britain. The authorities in Northern Ireland are responsible for their own arrangements. The Bank Holidays Acts do not apply to the Channel Islands and the Isle of Man.

The changes to which this Proclamation gives effect were announced by Mr. Douglas Jay, President of the Board of Trade in a written answer to a Parliamentary Question on June 3, 1965. He also said that in 1968 the dates of the spring and late summer Bank Holidays would be June 3 (Whit-Monday) and September 2. A further Proclamation will be necessary in due course to make these changes in the dates of the Bank Holidays in 1968.

Annual report of NFFC

THE ANNUAL REPORT and statement of accounts of the National Film Finance Corporation for the year ended March 31, 1966, was published on August 1 (Cmnd. 3066). Copies at 1s. 9d. are available from HMSO, 49 High Holborn, London, W.C.1, and branches and by post (2s. 1d.) from HMSO, PO Box 569, London, S.E.1.

Mr George Brown introduces standstill on incomes and prices

'WE ARE AIMING to run – with the co-operation of both sides of industry: management and trade unions – a voluntary policy which everybody believes to be essential' said Mr. George Brown, First Secretary of State, introducing the Government's White Paper on the Prices and Incomes Standstill at a news conference in London on July 29. The First Secretary stressed that it was not intended to set up 'dictatorial governmental action'. Events had made it clear that the voluntary system was not matching up to requirements. 'This means that we haven't produced results which we know to be necessary,' he continued. 'Sensible people can only recognize that we have cashed some of the period ahead in the period that has gone. We must now stand still. That is the basis for the standstill. What we have tried to do in the White Paper is to set up guidelines for the six months ahead and, less stringently, in the six months after so that in a year we may go ahead.'

The text of the White Paper is as follows:

I. INTRODUCTION

IN a statement in the House of Commons on July 20, 1966, the Prime Minister drew attention to the fact that money incomes have been increasing at a rate far faster than could be justified by increasing production, and called for a standstill on prices and incomes. Details of the way in which it is proposed that the standstill should be applied are set out in the paragraphs below.

2. The country needs a breathing space of 12 months in which productivity can catch up with the excessive increases in incomes which have been taking place. The broad intention is to secure in the first six months (which can be regarded, for convenience, as the period to the end of December 1966) a standstill in which increases in prices or in incomes will so far as possible be avoided altogether. The first half of 1967 will be regarded as a period of severe restraint in which some increases may be justified where there are particularly compelling reasons for them, but exceptional restraint will be needed by all who are concerned with determining prices and incomes.

II. PRICES

3. The introduction of a general standstill on prices and charges until the end of 1966, to be followed by a six-month period of severe restraint, is intended to apply to prices of all goods and services, whether provided by private or public enterprise. All enterprises will be expected to make every effort to absorb increases in costs, whatever the circumstances in which these arise.

4. This standstill period will apply except to the limited extent that increases in prices or charges may be necessary because of marked increases which cannot be absorbed, in costs of imported materials, or which arise from changes in supply for seasonal or other reasons, or which are due to action by the Government such as increased taxation.

5. In some instances an enterprise may feel compelled to propose an increase in price where it finds it impracticable to absorb increased costs over which it cannot exercise full control (e.g. manufacturers whose products include a high proportion of bought-in components). Any such cases will be subject to the most rigorous scrutiny in the light of national economic needs, including the requirements of export trade.

6. The criteria for price increases appropriate throughout the whole period are thus much more stringent than those set out in the White Paper on Prices and Incomes Policy (Cmnd. 2639, Part 1, paragraph 9). The criteria for price reductions set out in that White Paper (ibid. paragraph 10) will still apply.

Type of Price Covered

7. Although the paragraphs above relate primarily to manufacturers' prices for the home market, wholesalers and retailers have a duty no less to do everything possible, e.g. by not increasing cash margins, to avoid any increases in prices.

'Early Warning' Arrangements for the Periods of Standstill and Severe Restraint

8. The 'early warning' arrangements at present in force* are to continue. But the Government consider it essential that they should be extended to cover a wider field of items, and they will be consulting the Confederation of British Industry and other interested organizations about this.

9. In the meantime, however, the standstill applies equally to goods and services within and outside the present 'early warning' system. Any manufacturing enterprise, other than those to which the exceptions in paragraph 10 below apply, which considers that it is justified in proposing a price increase on the grounds set out in paragraphs four and five above should notify the appropriate Government Department. It will be expected to make no increase in price without receiving written confirmation from the Government that no further standstill on the increase is required.

10. Prior notification is not required –

(a) in respect of increases in prices of the food items listed in Part B of the Appendix to Cmnd. 2808, which will continue to be kept under constant watch by the Ministry of Agriculture, Fisheries and Food in accordance with the terms of paragraph 5 of Cmnd. 2808;

(b) from enterprises which are not included in the 'early warning' arrangements and which employ fewer than 100 workers.

Rents

11. The level of rents charged by landlords for virtually the whole of the private housing sector is already determined within the statutory framework of the Rent Acts, but the Government will keep under the closest scrutiny the movement of rents of private housing.

* White Paper on Prices and Incomes Policy. An 'Early Warning' System. (Cmnd. 2808.)

Cmnd. 2639, Part I. Criteria for price behaviour

9. To keep the general level of prices stable, it is vital that price increases should be avoided where possible and that prices should be reduced wherever circumstances permit. Enterprises will not be expected to raise their prices except in the following circumstances:

(i) if output per employee cannot be increased sufficiently to allow wages and salaries to increase at a rate consistent with the criteria for incomes stated in paragraph 15 below without some increase in prices, and no offsetting reductions can be made in non-labour costs per unit of output or in the return sought on investment;

(ii) if there are unavoidable increases in non-labour costs such as materials, fuel, services or marketing costs per unit of output which cannot be offset by reductions in labour or capital costs per unit of output or in the return sought on investment;

(iii) if there are unavoidable increases in capital costs per unit of output which cannot be offset by reductions in non-capital costs per unit of output or in the return sought on investment;

(iv) if, after every effort has been made to reduce costs, the enterprise is unable to secure the capital required to meet home and overseas demand.

10. Enterprises will be expected to reduce their prices in the following circumstances:

(i) if output per employee is increasing faster than the rate of increase in wages and salaries which is consistent with the criteria for incomes stated in paragraph 15, and there are no offsetting and unavoidable increases in non-labour costs per unit of output;

(ii) if the cost of materials, fuel or services per unit of output are falling and there are no offsetting and unavoidable increases in labour or capital costs per unit of output;

(iii) if capital costs per unit of output are falling and there are no offsetting and unavoidable increases in non-capital costs per unit of output;

(iv) if profits are based on excessive market power.

Cmnd 2808. Para 5. Because of the importance of food to the cost of living the Government feel that close attention must be paid to all food prices. A wide range of products, representing just over half of all consumer expenditure on food and drink, will be subject to the "early warning" arrangements. But these arrangements cannot be applied to a number of important commodities, mainly primary products, the prices of which are so largely influenced by short-term market factors that it is impracticable to give advance notice of price increases. The prices of these commodities will continue to be subject to constant watch by the Ministry of Agriculture, Fisheries and Food. In addition, the Government directly control the price of milk. In this way the whole range of food prices will be covered.

APPENDIX PART B.

FOOD PRICES UNDER CONSTANT WATCH BY THE MINISTRY OF AGRICULTURE, FISHERIES AND FOOD

Carcase meat and offal
Bacon
Poultry (including broilers)
Eggs
Fresh fruit
Fresh vegetables (including potatoes)
Fish
Sugar
Cheese
Butter

12. Local authority rents are already on a non-profit making and subsidized basis. If increased costs are not met from rents they must be recouped from rates, which are also a charge on tenants, local authority tenants paying the two – rent and rates – in a single payment. In the period of the prices standstill until the end of 1966 the Government expect local authorities to take such practical steps as are possible to prevent or postpone rent increases, including those already announced. Where, in consultation with the Minister of Housing and Local Government or the Secretary of State for Scotland, increases are deemed to be unavoidable, the Government hope that local authorities will make provision for the protection of tenants of limited means through rent rebate schemes. Similar considerations apply to rents of houses provided by other public authorities, e.g. New Towns.

Rents of Business Premises and of Land

13. In calling for a standstill on the prices of goods and services, the Government recognize that increases in the rents of business premises and of land have an effect on prices of goods and services. The principles of the standstill are expected to apply to all such rents no less than to the prices of goods and services, and landlords should take them fully into account.

Rates

14. Local rates are a form of taxation, although they also enter into the cost of living, and are necessary to finance the whole range of services to the residents of the area provided by the local authority. Local authorities have been urged to ensure all proper economies in expenditure.

III. INCOMES

15. As explained in paragraph 2, it is the Government's intention that there should be a standstill on all forms of incomes up to the end of 1966, followed by a six-month period of severe restraint.

Employment incomes

16. The standstill to the end of 1966 is intended to apply to increases in pay and to reductions in working hours. It is not proposed that it should be regarded as applying to other conditions of service, except in so far as these are likely to add significantly to labour costs.

17. The term 'increases in pay' includes, in addition to basic pay, rates of allowances which are in the nature of pay, rates of pay for overtime and weekend working, piece rates, etc.

18. It is not intended that the standstill should be regarded as applying to –

(i) increases in payments made in specific compensation for expenditure incurred, e.g. travel and subsistence allowances;

(ii) increases in pay resulting directly from increased output, e.g. piece-work earnings, commissions on sales, any necessary increases in overtime worked, profit-sharing schemes, etc.;

(iii) increases in pay genuinely resulting from promotion to work at a higher level, whether with the same or a different employer. (On the other hand, the intention of the standstill would be defeated if employers were to regrade posts as a concealed method of increasing rates of pay);

(iv) it is not intended that the standstill should interfere with the normal arrangements for increasing pay either with age, as with apprentices or juveniles, or by means of regular increments of specified amounts within a predetermined range or scale. Such arrangements are equivalent to promotion according to age or experience. They can thus be distinguished from a commitment to increase pay for a group of employees as a whole, which is affected by the standstill.

Existing commitments

19. At the time of the Prime Minister's statement, at least six million workers – over one worker in four – were expecting an increase in pay or a reduction in hours (or both) during the next 12 months as the result of a long-term agreement or other type of settlement made at some time in the past. It would clearly have been inequitable to introduce a standstill on incomes while allowing these existing commitments to go ahead unchecked. Apart from the unfairness to other workers for whom no such future commitment at present exists, it would in practice have been bound to jeopardize the effectiveness of the standstill from the outset.

20. Although the Government are deeply conscious of the need to restrict to the minimum compatible with the wider economic interests of the country any interference with obligations freely entered into by employers and workers or their representatives, they think it right in the present difficult circumstances to call upon all concerned to accept some deferment. Commitments entered into on or before July 20, 1966 but not yet implemented take a number of different forms:

(a) agreements to increase pay or shorten hours, whether from an operative date before, on or after July 20, 1966;

(b) pay increases which may be due under cost-of-living sliding scale arrangements between July 20, 1966 and June 30, 1967;

(c) commitments to review pay or hours from a date already agreed on or before July 20, 1966, or standing commitments for periodic review;

(d) Wages Council proposals made on or before July 20, 1966 but not yet submitted to the Minister of Labour, or submitted to the Minister but not yet embodied in a statutory order.

21. In all these cases the operative date should be deferred by six months from the original operative date. In those cases in which the original operative date was before July 20, 1966, deferment should be to an operative date six months later, but payment of the increase should not be made before the end of 1966.

22. An existing commitment may be defined as any agreement to increase pay or shorten hours, or any offer to do so, which has been firmly accepted by or on behalf of the workers concerned on or before July 20, 1966.

23. It would clearly defeat the intention of the standstill if the parties concerned were to seek to make good in subsequent negotiations any increases foregone as a result of the standstill. Similarly the deferment of existing commitments necessarily involves the deferment of retrospective dates where these apply.

New Agreements

24. It is not the intention that negotiations should be barred during the standstill period to the end of 1966. But no new agreements entered into after July 20, 1966 should take effect before January 1, 1967 at the earliest, and they should not take effect in the following six months unless they can be justified as falling within the revised criteria referred to in paragraph 25 below.

25. During the six-month period of severe restraint (i.e. the first six months of 1967) the criteria for consideration of new proposals for improvements in pay and hours will be much more stringent than those set out in Part I of the White Paper on Prices and Incomes Policy (Cmnd. 2639), and for the time being the incomes norm must be regarded as zero. The guiding principle must be that of national economic and social priorities. It follows that even in cases which satisfy these more stringent criteria, only limited improvements are likely to be justified during the period of severe restraint. The Government will be consulting the Confederation of British Industry, the Trades Union Congress and other interested parties on the form which these new and stringent criteria should take in order to secure the restraint which the national interest demands.

26. In order that those groups which have an expectation of improvement under commitments already existing should not be treated more severely than those which have not, it will be open to the parties to existing commitments to renegotiate, subject to the standstill, their agreements to take effect during the following six-month period of severe restraint in accordance with the new criteria.

Arbitration

27. Arbitration awards, like settlements negotiated voluntarily, will be subject to the requirements of the periods of standstill and severe restraint.

Other forms of employment income

28. Many individual salaries and other forms of remuneration, including that of company directors and executives, are fixed outside the normal process of collective bargaining; but it is intended that the same principles of standstill and restraint should apply to these as to other forms of income. It is intended to incorporate in a Companies Bill for introduction in the current session of Parliament the statutory requirements relating to disclosure by companies of emoluments of directors and senior executives to which the Prime Minister referred in his statement on July 20.

29. The scales of charges and fees for self-employed persons, including all forms of professional fees, are expected to be under similar restraint for the 12 months. The Government will have power under the Prices and Incomes Bill to impose a standstill on charges made for professional services.

Other money incomes

30. The Government have already pledged themselves to use their fiscal powers or other means to prevent any excessive growth in aggregate profits.

31. As a result of the Government's fiscal measures, it is not expected that there will be any general increase in dividends during the next 12 months. Nevertheless all company distributions, including dividends paid by companies are subject to the standstill and should not be increased during the 12-month period, with the exception of distributions made to meet the requirements of the special tax rates for closely-controlled companies. If there are any cases which, in a company's view, make exemption from the standstill imperative, the company will be expected to inform the Government of the circumstances, in order that the justification may be examined. In important cases the Government will refer the matter to the National Board for Prices and Incomes for examination.

IV. PUBLIC SECTOR

Prices, Charges and Fees of Government Departments

32. The Government intend to apply the principles of the standstill to all prices, charges and fees of Government Departments.

Pay in the public sector

33. Employers and workers in the public services and publicly-owned undertakings will be regarded as under the same obligations to act in accordance with these principles as the rest of the community.

Nationalized Industries

34. The nationalized industries will be subject to the same restraints as the private sector in relation to prices and incomes. They will be subject also to the general provisions of the Prices and Incomes Bill. The chairmen of the nationalized industries have assured the Government of their full support in implementing the standstill. The Air Transport Licensing Board, which has before it applications from a number of airlines for increases in fares on domestic air routes, has assured the Government that it will take the Prime Minister's statement of July 20 into account before reaching decisions.

Statutory Price-Fixing Bodies

35. Statutorily established price-fixing bodies, such as the Transport Tribunal or the Traffic Commissioners, are expected to have regard to the principles of the standstill.

V. NATIONAL BOARD FOR PRICES AND INCOMES

36. The Government, the Confederation of British Industry and the Trades Union Congress attach great importance to the continuation of the work of the National Board for Prices and Incomes, both in the longer term and in the special circumstances of the standstill.

37. The fullest use will be made of the Board during the 12 months by referring to it proposals for prices and incomes increases for examination and report. The Board's inquiries will be carried out as rapidly as possible and its organization will be adapted and strengthened as necessary for this purpose. The parties concerned should defer any increases until the Board has reported and act in the light of the Board's recommendations.

38. The Board will continue during the 12 months to examine references made to it from time to time by the Government on matters of longer term significance in the field of productivity, prices and incomes. This will be of particular importance in preparing for the period following the standstill and period of severe restraint, when it will be essential to ensure that the growth of incomes is resumed in a manner consistent with the growth of national output.

VI. PROPOSED STATUTORY POWERS

39. In his statement on July 20, the Prime Minister said –

'Within the main field of collective bargaining we shall rely in the first instance on voluntary action. Nevertheless, in order to ensure that the selfish do not benefit at the expense of those who co-operate, it is our intention to strengthen the provisions of the Prices and Incomes Bill. . . . Meanwhile the Government will not hesitate to act within the powers they enjoy, or may further seek, to deal with any actions involving increases outside and beyond this policy.'

40. For this purpose the Government propose to move the addition to the Bill of a new Part containing purely temporary provisions which would be brought into operation by an Order in Council subject to confirmation by both Houses of Parliament within 28 days. Unless previously revoked by Order in Council these powers will lapse automatically 12 months after the Bill receives Royal Assent and cannot be renewed.

41. This new Part will give the Government power to make orders (subject to negative resolution by either House of Parliament) directing that specified prices or charges, or specified rates of remuneration, shall not be increased from the date of the order without Ministerial consent. A temporary standstill could therefore be imposed where necessary on both prices and charges and on levels of remuneration (allowing for the effect of changes in normal working hours).

42. It will also give power to reverse where necessary unjustified price or pay increases implemented since July 20, 1966. The appropriate Minister could direct that any specified price or charge should be reduced to a level not lower than that prevailing on or before that date. Any such price or charge could not subsequently be raised without Ministerial consent. Before making such a direction, the Minister must give 14 days' advance notice to the person affected by the direction, and must consider any representations made within that time. The direction could not be retrospective. In the case of pay, an order (subject to negative resolution by either House of Parliament) could provide that remuneration of a kind described in the order should be no higher than that paid by the employer for the same kind of work before July 20, 1966, without permission. Fourteen days' advance notice of the order must be given and account must be taken of any representations by those concerned.

43. This Part of the Bill will also empower the Ministers concerned to defer the effective dates of wages regulation orders made under the Wages Councils Act and the Agricultural Wages Acts. It will also protect from any legal proceedings employers who, in response to the Government's request for a standstill, voluntarily withhold pay increases to which an employee may be entitled under his contract of employment.

44. As explained above, these powers are temporary. The Prime Minister made it clear in his statement that it was not proposed to introduce elaborate statutory controls over prices and incomes and that the policy must continue to rely on voluntary co-operation. Even though these new powers will be used very selectively, they need to be potentially wide-ranging if they are effectively to deter the selfish minority who are not prepared to co-operate and, no less important, to reassure those who are observing the policy laid down above that they will not be penalized for doing so.

Amendments to Prices and Incomes Bill

AMENDMENTS TO THE Prices and Incomes Bill, dealing with penalties for non-compliance with the White Paper on the Prices and Incomes Standstill, were published on July 30 and will be debated at the Committee stage of the Bill.

New Copyright order affecting Gibraltar

AN ORDER in Council was recently made under the Copyright Act 1956 as follows:

The Copyright (Gibraltar: Protection of Foreign Broadcasts) Order 1966.

(S.I. 1966 No. 945, price 5d., by post 8d.).

This provides for the extension to Gibraltar of Part II and the relevant parts of Part III of the Copyright (International Conventions) Order 1964.

Copies of the Order may be obtained from HMSO at the usual addresses. (Post orders to HMSO, PO Box 569, London, S.E.1.)

New reference to the Monopolies Commission: Beer

ANSWERING a Parliamentary Question on June 14, Mr. Douglas Jay, President of the Board of Trade, announced that he proposed to ask the Monopolies Commission to investigate the supply of beer to licensed premises. The intention of the reference is to permit a full inquiry into the tied house system.

The reference was made on July 27 and is printed below.

Any person or organization wishing to offer evidence in relation to this reference should write to the Secretary, Monopolies Commission, 8 Cornwall Terrace, Regent's Park, London, N.W.1.

Notes:

The Board of Trade are empowered to make references to the Monopolies Commission in any case where it appears to them that monopoly conditions prevail. The more important examples of monopoly conditions defined in the legislation are:

(i) where at least one-third of all the goods of a particular description which are supplied in the United Kingdom are supplied by, or to, one firm, or two or more firms forming part of a group;

(ii) where several firms, who together supply one-third or more of the goods of a particular description, are so conducting their affairs as to restrict competition whether between themselves or others in the supply of the goods in question (provided that this is not merely because of a registrable agreement between them, which would bring the matter within the scope of the Restrictive Trade Practices Act, 1956).

The National Board for Prices and Incomes reported in April on 'the structure of costs and prices in the brewing industry and also the level of profits' on a reference to them by the Government under the 'early warning' system. The Board, in its Report, suggested that the Government might wish to consider the desirability of an inquiry into how best it can maintain control over the sale of alcoholic liquor without at the same time impeding the entry of new competitors into the industry. The Monopolies Commission investigation is not intended to deal with the licensing system as such but will carry the inquiry into the economic structure of the industry a stage further.

The Monopolies Commission already have the following monopoly references before them:

(a) cinema films;
(b) flat glass;
(c) rayon and other cellulosic fibres;
(d) aluminium semi-manufactures;
(e) electric lamps;
(f) infant milk foods;
(g) International Motor Insurance Cards.

In addition, the President of the Board of Trade has announced that he proposes to refer estate agents' charges to the Commission.

THE MONOPOLIES AND MERGERS ACTS, 1948 AND 1965

Reference to the Monopolies Commission: Beer

WHEREAS it appears to the Board of Trade that it is or may be the fact that conditions to which the Monopolies and Restrictive Practices (Inquiry and Control) Act, 1948 (hereinafter called 'the Act of 1948') as amended by the Restrictive Trade Practices Act, 1956 and the Monopolies and Mergers Act, 1965 applies prevail as respects the supply of beer.

NOW therefore the Board of Trade in pursuance of Section 2 (1) of the Act of 1948 as so amended hereby refer to the Monopolies Commission for investigation and report the supply of beer within the United Kingdom for retail sale on licensed premises.

The Commission shall as respects such supply investigate and report on:

(i) whether the conditions to which the Act of 1948 as amended as aforesaid applies in fact prevail and if so in what manner and to what extent;

(ii) the things which are done by the parties concerned as a result of or for the purpose of preserving those conditions;

(iii) whether the said conditions or all or any of the things done as aforesaid operate or may be expected to operate against the public interest.

Dated this 27th day of July, 1966.

An Under-Secretary of the Board of Trade.

Report on Control of Office and Industrial Development Act, 1965

THE BOARD OF TRADE'S first Annual Report on the performance of their functions under Part I of the Act was published on July 28. The report shows how the applications received up to March 31, 1966, have been dealt with. 842 applications were received in the London Metropolitan Region, and 579 of these have been approved or rejected. 124 cases were withdrawn or found not to need permits. In the West Midlands area 85 applications were received up to March 31, 1966: 57 cases have been approved or rejected, five applications were withdrawn or found not to require permits.

The report shows that, as expected, applications for permits have been rejected for substantially more space than has been allowed, and this is especially true of the Greater London Area. It has been possible, however, to permit some rebuilding and modernization of inefficient and out-dated offices.

Copies of the Annual Report for the year ended March 31, 1966 – House of Commons Paper No. 102 – are available from HMSO, 49 High Holborn, London, W.C.1, and branches, price 8d. Copies by post can be obtained from HMSO, Box 569, London, S.E.1, price 11d.

The Common Cotton Marks List

THE Registrar of Trade Marks announces, after consultation with the statutory Trade and Merchandise Marks Committee of the Manchester Chamber of Commerce, that the Common Cotton Marks List will be cancelled with effect from November 1, 1966. From that date applications in Classes 23 and 24 of Schedule IV of the Trade Marks Rules, 1938 (as amended) will be dealt with on their merits and will not be objected to on the ground only of the presence in marks, the registration of which is applied for, of features previously held to be common to the trade in certain cotton goods or of words descriptive of such features, which at present entail a requirement of disclaimer or admission of commonness.

From November 1, 1966 it will be open to proprietors of existing registrations in these Classes, and in the same Classes of Schedule III of the Trade Marks Rules, which include disclaimers or admissions based solely on the Common Cotton Marks List to make new applications for registration of the same marks without such disclaimers or admissions.

Colonial Office merged with Commonwealth Relations Office

THE COLONIAL OFFICE merged with the Commonwealth Relations Office into the new Commonwealth Office on August 1. Mr. Fred Lee, the secretary of State for the Colonies, will continue to deal with the affairs of the Dependent Territories.

Closure of BoT marine survey office at West Hartlepool

THE BOARD OF TRADE have decided, for administrative reasons, to close its Marine Survey Office at West Hartlepool. The last day that office will be open to the public will be August 26, 1966. The Board will, however, continue its statutory marine survey functions at the port of West Hartlepool, but the work will, in future, be carried out by staff from the Marine Survey Office, Commercial Buildings, Wilson Street, Middlesbrough. (Tel. 46034).

SUBSCRIPTION AND SALES

Readers are reminded that subscription and sales inquiries should be addressed to HMSO at any of the following addresses: 49 High Holborn, London, W.C.1; 423 Oxford St., London, W.1; 13A Castle St., Edinburgh 2; Brazennose St., Manchester 2; 35 Smallbrook, Ringway, Birmingham 5; 109 St. Mary St., Cardiff; 50 Fairfax St., Bristol 1; 80 Chichester St., Belfast; or through any bookseller.

Telephone inquiries should be made to Waterloo 6977, Ext. 472.

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by August 19, 1966.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
27.07	Pyridine bases, of which, after drying, not less than 70% by volume distils between 140° and 250° centigrade at normal pressure.	Mixed pyridine bases .	December 31, 1966	6887
29.19	Barium hydrogen D-3-phosphoglycerate.	D-3-Phospho glyceric acid barium salt.	December 31, 1966	6832
29.22	3-Aminomethyl-3:5:5-trimethylcyclohexylamine.	iso-Phorone diamine .	December 31, 1966	6885
29.35	Oxazepam . . .	7-Chloro-1, 3-dihydro-3-hydroxy-5-phenyl-2*H*-1, 4-benzodiazepin-2-one.	December 31, 1966	6884

The Import Duties (General) (No. 5) Order, 1966

THE TREASURY has made the Import Duties (General) (No. 5) Order, 1966.

This Order:

(1) removes the import duty on petroleum waxes containing not less than 10 per cent by weight of oil when determined by the Institute of Petroleum method No. 158/64T,
(2) removes the import duty on certain opaque micro-reproductions,
(3) amends heading 85.01 to preserve the existing rate of import duty on synchros, following their reclassification under this heading,
(4) removes the import duty on harps.

This Order came into operation on August 4, 1966.

Copies of the Order are obtainable direct from Her Majesty's Stationery Office, 49 High Holborn, London, W.C.1.

Import Duties (General) (No. 6) Order, 1966

THE TREASURY has made the Import Duties (General) (No. 6) Order, 1966.

This Order:

(1) amends subheading 20.06 (B) to remove a difficulty in classifying certain mixtures of fruit (known in the trade as fruit cocktail), by making separate provision for such mixtures in 20.06 (B) (2) (a),
(2) restricts the scope of heading 46.02 to accord with a Classification Opinion of the Customs Co-operation Council, by excluding from that heading articles made up from plaits and similar products falling within heading 46.01.

This Order came into operation on August 4, 1966.

The Order has been published as Statutory Instruments, 1966, No. 923.

Copies may be obtained from Her Majesty's Stationery Office, 49 High Holborn, London, W.C.1 and branches.

Eighteen different nations are represented in this photograph of students attending the Product Education Department of the Peterborough-based Perkins Engines Group. More than 3,000 students attend the school each year, about 40 per cent of them from overseas for diesel service and maintenance instruction. It is a Perkins policy to fly the national flags of overseas visitors and in the picture the company's huge assortment of flags is being examined with the school's deputy chief instructor, Mr. Jack Hawkins (right).

The Import Duty Drawbacks (No. 6) Order, 1966

THE TREASURY have made the Import Duty Drawbacks (No. 6) Order, 1966.

This Order:

(i) consolidates all existing provisions for the allowance of drawback of import duty under the Import Duties Act, 1958, and in addition;
(ii) provides for the allowance of drawback of import duty on imported poly (vinyl chloride) tape used in the manufacture of laminated tapes for label-making appliances;
(iii) extends the scope of the provisions for drawback of import duty on imported textile waste used in the manufacture of processed waste;
(iv) varies the rate of drawback of import duty on imported insoluble quebracho extract used in the manufacture of soluble extract of quebracho;
(v) revokes the existing fixed rates of drawback of import duty on:
  (a) polyoxymethylenes used in the manufacture of moulding compounds, and
  (b) powder-coated paper used in the manufacture of booklets of such paper

  and provides, in place of those fixed rates, for drawback related to the duty paid on the imported goods actually used in the manufacture of the exported goods;
(vi) maintains, on their reclassification under an eligible heading (85.01), the non-entitlement of synchros to drawback of import duty.

The Order came into operation on August 4, 1966 and has been published as Statutory Instruments, 1966, No. 921.

Copies are obtainable direct from Her Majesty's Stationery Office, 49 High Holborn, London, W.C.1 and branches.

PHOTOGRAPHS FOR THE JOURNAL

The Editor will be glad to consider prints of industrial photographs suitable for publication in the Board of Trade Journal. **Black and white prints:** *These should be 'action' photographs showing UK goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination. Photographs of UK businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.* **Colour photographs:** *Four-colour illustrations with an export angle and for which blocks are available will be considered for use as coloured cover illustrations.*

ECGD business in the second quarter of 1966

IN THE second quarter of 1966 ECGD insured 'commercial' business amounting to £344.4 millions. This figure represents a 12 per cent increase over the same period of last year, but, perhaps largely due to the seamen's strike, is 12 per cent down on the first quarter of 1966. The current maximum liability at the end of the quarter was £1,280.5 million as against £1,092.9 million a year ago.

New 'commercial' business insured during the quarter on terms exceeding six months' credit included contracts for telecommunications (£9.8 million), aircraft (£5 million) and a scheme for docks expansion (£4.2 million).

Formal quarterly statement

The number of Comprehensive policies current (under Section 1 of the Export Guarantees Acts) at the end of the second quarter of 1966 was 8,819. This compared with 8,589 at the beginning of the quarter and 7,874 at the end of the corresponding quarter last year.

The fact value of Comprehensive policies current at the end of the quarter was £1,772.7 million, compared with £1,691.9 million at the beginning of the quarter, and £1,473.4 million at the end of the corresponding quarter last year.

New Specific policies (covering individual contracts) to a face value of £19.8 million were issued during the quarter. Taking these together with new contracts involving more than six months' credit declared under Comprehensive policies, the total of new business insured during the quarter where terms have exceeded six months' credit was £50.6 million, compared with the quarterly average over the previous 12 months of £57.0 million.

The combined value of all Comprehensive and Specific insured business (including external trade) declared as shipped during the quarter amounted to £339.8 million, compared with £383.8 million in the previous quarter and £295.6 million in the corresponding quarter last year.

Export Credits Guarantee Department

DURING THE quarter ended June 30, 1966 the department assumed liability:

(a) under Section 1 of the Export Guarantees Act, 1949-1964 up to a maximum of £212,057,695 in respect of guarantees amounting to £369,397,796;

(b) under Section 2 of the Export Guarantees Act, 1949-1964 up to a maximum of £11,362,950 in respect of guarantees amounting to £13,528,855.

Mr. A. E. Cowlishaw

WE REGRET TO announce the death of Mr. A. E. Cowlishaw, of Cowlishaw and Lawrence (Advertising) Ltd., HMSO contractors for *Board of Trade Journal* advertising outside the London postal area.

EFTA markets 'underrated'

THE MARKETS of EFTA, consistently underrated by many British manufacturers, must be among the first targets of the export drive: that is the conclusion of a report called 'Inside EFTA' just published by the London Press Exchange (price 7s. 6d.)

This publication points out that, on a *per capita* basis, EFTA is the most active trading group in the world. Both in imports (per head) and income, it compares favourably with the Common Market which, with twice EFTA's population, imports scarcely more from outside the Community than EFTA buys from outside the Association. EFTA also takes considerably more (17.6 per cent) of world commodity imports than the United States (10.4 per cent).

Britain, in the authors' view, is not playing her full part in EFTA trade. She has more than half EFTA's industrial capacity yet her share of intra-EFTA trade is only 29 per cent, hardly more than Sweden's 25 per cent.

The Common Market is taking advantage of this. France and Germany now have deficits in their EEC trade but surpluses in their EFTA trade. French and German sales to EFTA, in fact, are crucial to their own economies and the economy of the Community as a whole.

Britain's seven EFTA partners (i.e. including Finland) spent $7,500 (£2,680) million with the EEC in 1965, which is about eight times as much as the total United Kingdom balance of payments deficit for the year.

With industrial tariffs decisively reduced already and due to be abolished at the end of the year, the London Press Exchange argues that EFTA should now be given top priority in British export policies instead of being left, as so often in the past, a poor fourth after the Common Market, the Commonwealth and the United States.

VISITS OVERSEAS OF UNITED KINGDOM BUSINESSMEN

United Kingdom businessmen travelling overseas are urged, in their own interest, to give advance notice to Trade Commissioners and Foreign Service Officers if they propose to call on them, especially if it is intended to ask for information or other help which it may take time to prepare. It is often advisable to telephone for an appointment on arrival.

Export Services Branch and the Regional Offices of the Board of Trade, if approached, will pass information about pending business visits to Overseas Officers and provide letters of introduction.

'Call Export Intelligence'

We can help you profit from new markets overseas
Call EXPORT INTELLIGENCE
—and get the vital facts, key contacts and individual guidance you need-for the price of a telephone call

A NEW phase of the Board of Trade's 'Call Export Intelligence' campaign opened in April. The purpose of the campaign, which started in April 1965, is to publicise the many Board of Trade facilities available to exporters. Advertisements in the new phase of the campaign continue to offer to businessmen a speedy and confidential advisory service on various aspects of exporting, e.g. finding an overseas agent, providing the latest tariff and market information, creating overseas publicity, etc. These advertisements are appearing in national papers, three Sunday papers, the London evenings, some magazines and the *Board of Trade Journal*. Since the campaign started, over 15,300 inquiries have been addressed to Export Intelligence offices in London and other parts of the country as a direct result of advertising.

Exporters are invited to call us for:

1. Guidance on your individual export problem.
2. Information on the most likely market(s) for your product(s) overseas.
3. Introductions to potential agents and buyers.
4. Help with overseas business visits.
5. Status reports on foreign firms.
6. Information on Tariff and Import regulations.
7. Details of overseas contracts for tender.
8. Help and advice on participating in Trade Fairs overseas.
9. Assistance in finding licensees to manufacture your product abroad.
10. Information on how to market and advertise your product abroad.
11. Investigation into product suitability for foreign tastes and customs.
12. Help with overseas publicity (through Central Office of Information).

Telephone Numbers:

at HQ: London CITy 9633 Telex 25977

Belfast (Ministry of Commerce) Belfast 28271 Telex 74578
Birmingham MIDland 8221 Telex 33702
Bristol 294821 Telex 44214
Cardiff 65426 Telex 49267
Glasgow CITy 2855 Telex 77583
Inverness 30867/8
Leeds 20485 Telex 55265
London (South Eastern Counties) TATe Gallery 4355 Telex 25991
London (Eastern Counties) TATe Gallery 6271 Telex 25991
Manchester DEAnsgate 9321 Telex 66104
Newcastle 27575 Telex 53178
Workington 3788

Modern factories to let in Scotland

FOLLOWING THE steady influx of new manufacturing industry to Scotland over the past few years, many of the economic factors contributory to industrial prosperity are being re-examined and improved. For example, as the Scottish economy becomes more diversified, closer links are being developed with England for markets and for the supply of components and other materials. Transport is therefore of paramount importance, and extensive measures have been taken to speed-up communications. The Glasgow/Carlisle road, which will join the Carlisle/London motorway, has now been largely reconstructed to motorway standards. Substantial investment is committed to creating a completely modernized network of road communications in Central Scotland itself. On the railways, liner trains are already running between London and Glasgow, and it is hoped to extend this service as far north as Aberdeen. Another major factor in the expansion of transport facilities in Scotland has been the increase of exports to European and other markets. We are therefore particularly concerned with all modern methods of speeding-up the dispatch of goods into and out of the major ports. With this end in view multi-million pound modernization schemes are already under way, or planned, at Leith, Grangemouth and the Clyde Port. As for air services – the air freight facilities from Prestwick across the Atlantic are being increased, and the newly-opened Abbotsinch airport will have among the best ground facilities for handling air freight of any airport in Britain.

Turning to another major industrial consideration – that of available labour – we find that in Scotland, as in the rest of Britain, there is a tightening labour market. However, the level of unsatisfied demand for skilled labour is still a good deal lower than elsewhere, and the margin is particularly great in relation to areas such as London and South-eastern Region of the Midlands. Retraining programmes are rapidly gaining momentum. Three years ago the first Government Training Centre, which was on Hillington Industrial Estate, had places for 130 men. There are now seven centres (three on industrial estates) and facilities are being expanded even further. By 1968 the number of trained men coming from the centres will have increased nearly tenfold. They will be supplemented by growing numbers of apprentices, and it is in this field of training that the major effort will be made by industry to provide the skills for long-term expansion. There is, naturally, also a need for training at semi-skilled level. Since this training must be adapted to individual requirements, it is best undertaken by the employer, and there are arrangements for the Ministry of Labour to give firms in Development Districts financial help towards the cost of training new labour.

The Industrial Estates Management Corporation for Scotland is, of course, primarily concerned with that most important of industrial requirements – well-designed factories in which to expand. Industrialists who may require early occupation of a factory may find that one of those listed here would be eminently suitable. All, except the Coatbridge factory, are new and can be expanded by at least 100 per cent. In each instance the factory has been completed as far as is possible without the requirements of the tenant being known, but it could be arranged for immediate beneficial occupation of the production area to be given to an approved industry for the installation of plant, machinery and services such as power wiring.

Glasgow – 26,680 sq. ft.

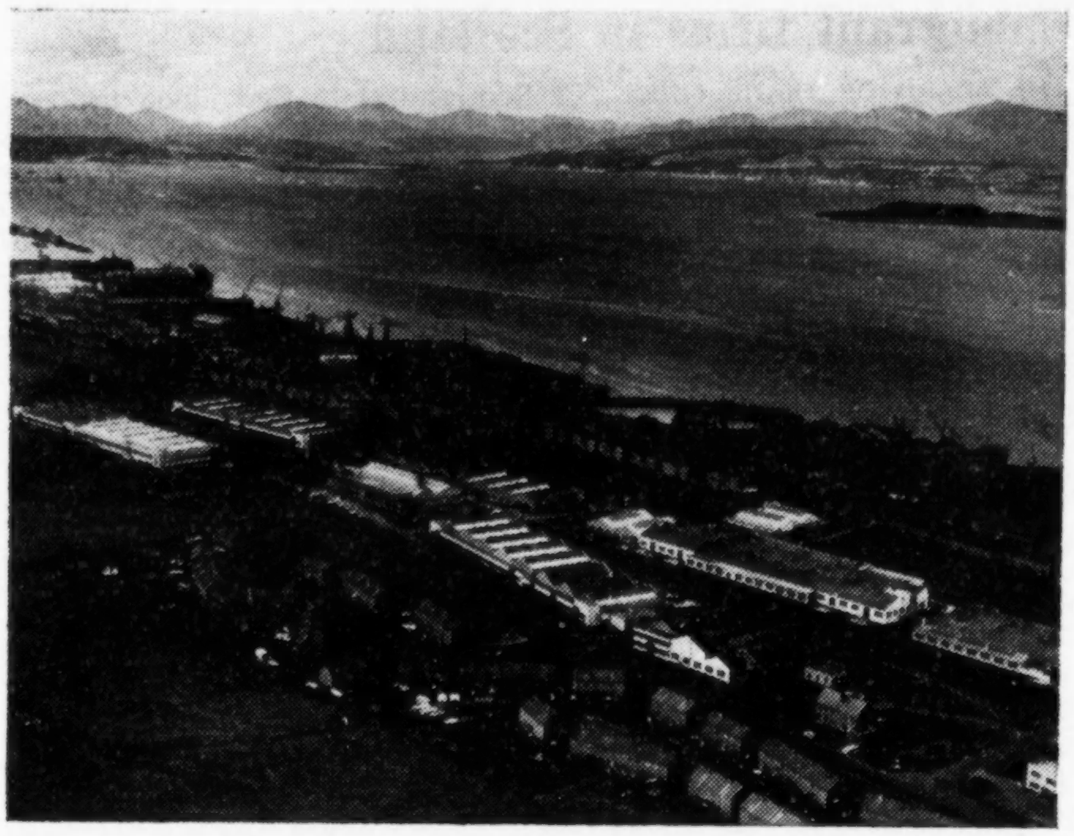
Located on the Queenslie Industrial Estate, four miles from the city centre on the A8 road to Edinburgh, this factory is centrally situated for road communications to north, east and south. It has a manufacturing area of 22,500 sq. ft. and the height to truss is 14 ft. There is also a new, small unit of 2,600 sq. ft. available on this estate.

Fife – Donibristle Industrial Estate – 27,353 sq. ft.

Situated five miles from the Forth Road Bridge and 15 miles from Edinburgh, this estate has many advantages. A new town, Dalgety Bay, is being built adjacent to the estate in beautiful surroundings. The manufacturing area of the factory is 22,000 sq. ft. and the height to truss is 12 ft.

Kirkcaldy – 27,814 sq. ft.

Kirkcaldy is 23 miles from Edinburgh and has a population of about 50,000. A large number of new houses and schools have already been built, and more are under construction. The manufacturing area is 22,400 sq. ft. and the height to truss is 14 ft. Seven acres are available for further expansion.



A view of the Industrial Estates Management Corporation for Scotland factories at Port Glasgow, Renfrewshire.

Coatbridge – 82,354 sq. ft.

A large engineering factory of 82,354 sq. ft. with room for considerable expansion is vacant at Coatbridge, 10 miles east of Glasgow. This factory has a production area of nearly 60,000 sq. ft., which includes two bays, one approximately 450 ft. by 85 ft. clear of pillars, and an adjacent crane bay 470 ft. by 30 ft. This is a post-war factory of excellent design.

Other factories of various sizes and in many locations will soon be available. These are listed below.

Arrangements can be made for an industrialist to be taken to the factories or sites which appear to be most suitable. Conferences can also be arranged with the Ministry of Labour and other bodies who might be able to assist, and every effort is made to ensure that visitors spend their time profitably. The Principal Controller, Board of Trade Office for Scotland, 314 St. Vincent Street, Glasgow, C.3 (Tel. City 2285), or the General Manager, Industrial Estates Management Corporation for Scotland, 3 Woodside Place, Glasgow, C.3 (Tel. Douglas 6651) will be very pleased to receive inquiries from interested industrialists.

City or County	Location		Area Sq. Ft.	Height to Underside of Truss Ft.	Remarks
Aberdeen	Aberdeen *		12,500	12	To be built
Argyllshire	Campbeltown *		6,250	12	To be built
Ayrshire	Cumnock *		27,500	—	To be built
	Girvan *		12,563	12½	To be built
Dumfriesshire	Sanquhar *	(1)*	12,500	12	To be built
		(2)*	18,500	12	To be built
Fife	Cowdenbeath *		18,844	14	To be built
	Donibristle Estate	(1)*	9,412	18	Plating shop
		(2)*	3,420	9½	Available shortly
	Leven	(1)*	12,677	12½	Being built
		(2)*	18,500	—	To be built
	Lochgelly/ Cowdenbeath	(1)*	27,500	—	To be built
		(2)*	18,500	—	To be built
Glasgow	Carntyne		22,102	12	Available shortly
	Hillington Estate	(1)	28,633	12 & 14	
		(2)	15,705	12	Available shortly
		(3)	24,480	12	
	Thornliebank		34,702	12	Vacant
Inverness-shire	Inverness Estate *		6,823	12	Being built
Lanarkshire	Bellshill Estate	(1)*	41,826	14	Being built
		(2)*	12,677	12½	Being built
	Carfin Estate *		2,500	12	
	Douglas	(1)*	18,750	—	To be built
		(2)*	12,500	—	To be built
	Larkhall Estate	(1)	1,527	12	Vacant
		(2)	1,510	12	
	Newmains *		12,500	12	To be built
Renfrewshire	Port Glasgow Estate *		17,391	12	Being built
Stirlingshire	Kilsyth *		12,000	12	To be built
Wigtownshire	Stranraer *		12,677	12½	Being built

* These marked * can be expanded at least 100%

Immigrant firms in Scotland

THE BOARD OF TRADE Office for Scotland state that since the end of the war over 300 companies have decided to set up manufacturing capacity in Scotland. More than one-third of them have done so in the last three years. Between mid-1963 and mid-1966 the number of firms deciding to come to Scotland was 108 and, of these, 72 already have factories in production employing over 6,000 people. Further recruitment for these projects and for the remaining 36 when building is completed is expected to produce a further 14,000 jobs.

Dundee factory expansion

THE BOARD OF TRADE have agreed to build for Holo-Krome Limited, an extension to their factory at Kingsway West, Dundee. Holo-Krome, who moved into a new factory in August 1964, have already found it necessary, as a result of expansion, to extend their manufacturing area.

This new extension will increase manufacturing space by some 17,500 square feet *and also add to the number of jobs already being provided.* When the present Holo-Krome factory was built, an additional area was excavated in anticipation of an extension being required. Building work is thus likely to start in October and completion of the extension is forecast as the end of March 1967.

£6½m factory for Northern Ireland

THE 500,000 sq. ft. factory at Craigavon, County Armagh, of the Goodyear Tyre and Rubber Company (Great Britain) Ltd., will be 'the world's most modern industrial rubber products factory,' Mr. I. Thomsen, Goodyear managing director, said at a foundation-laying ceremony here today.

The factory is scheduled to be completed and in production by the middle of next year. The cost of construction is estimated at £6½ million, and the factory is being built for Goodyear by the Northern Ireland Ministry of Commerce on a 90-acre site affording ample room for future expansion. About 2,000 workers will eventually be employed.

Mr. Thomsen said that in Northern Ireland the company had found what it sought in labour and basic services. In particular, he added, 'we found in Northern Ireland, in every Ministry with which we have had contact, some of the most able men we have encountered'.

Consumer Council report

THE THIRD Annual Report of the Consumer Council was published on August 2 and copies can be obtained from HMSO, price 3s. 0d. The report contains a foreword by Baroness Elliott of Harwood, chairman of the Consumer Council and lists the various achievements of the Council in the year April 1965 to March 1966.

Australian shipping experts' British tour

THE BRITISH National Export Council's Australia Committee, with an eye on Australia's £50 million shipbuilding programme, recently invited six senior engineering executives from Australian shipping companies to spend a month in Britain visiting 40 British firms producing marine equipment of all kinds. On July 27, on finishing what all were agreed had been a well-worthwhile and well-run tour, the party gave a press conference at BNEC Australia's headquarters in Northumberland Avenue.

It was made abundantly clear that this had not been a buying mission: no orders had been placed, although the party were optimistic that they would continue their existing policy of buying British wherever possible. As a fact-finding exercise, however, the visit had been very successful. The dates had been chosen to allow the party to take in the Ships' Gear International Exhibition held at Olympia (July 6-12), and this had impressed them as being the best show of its kind they had ever visited. Other favourable comments on the tour included a deep impression made on all the visitors by the drive and comprehensive understanding of the shipping industry shown by the younger generation of management in many firms. On the debit side were criticisms of a small minority of firms whose understanding of Australia and of the need for good service after sales was that they could install a service engineer in Brisbane and expect him to 'hop on his bike and ride down the road to Adelaide to cope with difficulties there'. But, above all, the visitors had yet to be convinced that British firms could offer good delivery dates and stick to them.

At a rough estimate 35 per cent of the cost of ships being built in Australia is spent on imported equipment and materials. Yards and owners alike wanted to spend this money in Britain – but Australia is a country in a hurry, as one speaker put it, and while all were agreed that Britain was producing the advanced equipment that they wanted, and at prices they were prepared to pay, owners wanted their ships at sea, earning a return for the capital invested. They were prepared to accept something slightly less good from elsewhere if it meant getting those ships to sea earlier.

Undertakings regarding retail petrol suppliers in the UK: correction

THE UNDERTAKINGS were reproduced on pages 210-215 of the *Board of Trade Journal* of July 22.

Paragraph (21) (iv) of PART VI on page 212 which deals with leases and licences of company filling stations should be amended to read as follows:

(iv) preclude the grant of a further lease or licence of any premises for a period of less than three years to a tenant or licensee who has been in possession of those premises for a period of not less than three years;

REPORTS ON SCIENCE ABROAD

The United Kingdom Scientific Missions overseas have prepared the following reports. Copies of the reports are available free from the Department of Education and Science, International Scientific Relations Division, Africa House (3rd Floor), Kingsway, London W.C.2. (Telephone Holborn 3422).

Meatless Meats, by D. L. Griffiths. 5 pages. *UKSM Report No.* 66/37. The development of spun protein fibre from vegetable sources has resulted in the production of speciality meat-like products using soya bean protein. This report discusses some of the products available from Worthington Foods, Inc., which can be purchased in the Columbus, Ohio, area where marketing trials are being conducted. Some comments on the possible future development of this process, in the light of the world food situation, are also included.

Arecibo Ionospheric Observatory, by H. K. Bourne. 2 pages. *UKSM Report No.* 66/38. The world's largest radio and radar telescope is situated in a bowl in the mountains of Puerto Rico. This instrument is a powerful tool for the radio astronomer and atmospheric physicist.

Advanced Technology in High Frequency Systems Engineering, by H. K. Bourne. 7 pages. *UKSM Report No.* 66/39. Modern advances in technology have made an important impact in the field of HF radio communication. Advances are due mainly to the ability to analyze the path and predict rapidly the propagation conditions, to diversity and adaptive techniques, special antennas, new methods of modulation, error correcting devices and other means. Computerized ionospheric sounding, automatic frequency changing, and sophisticated coding methods have helped to reduce the error rate. HF radio will not be out-moded by cables or satellites and will form a part of modern communication systems in the future. Improved HF communications are here to stay, but they will be more sophisticated than they were before.

Mechanized Language Translation in Germany, by M. Proctor. 9 pages. *Germany* 110. An important reason for Germany's attention to the problem of mechanized translation is the reduced prevalence of German in scientific literature. Whereas between the wars German was a major language in this sphere, its prevalence today is about 8 per cent. Although German research in the field of mechanized translation is felt to be somewhat diffuse at present, with some transfer of staff between centres and with continued financial support a coherent picture should emerge. An outline is given of the work of the various centres active in this field.

Symposium on Belgian Science and Industry, by C. R. S. Manders. 8 pages. *Japan* 62. The Symposium was held at Sophia University, and the programme organized jointly by the Belgian Ambassador to Japan and the university, with the co-operation of the Belgian Ministry of Foreign Affairs, the Belgian Foreign Trade Department, the Francqui Foundation, the Belgo-Japanese Association and with the participation of several Belgian firms. Papers were given by a team of 13 experts on a number of subjects including aspects of Belgium's nuclear programme, metallurgy, the chemical industry and relationships between universities and industry.

Parliamentary Answers

Below is a selection of Parliamentary answers of interest to trade and industry.

FRIDAY, JULY 22

Monopolies Commission

The President was asked what was the number of members of the Monopolies Commission; how this compared with the position before the recent Monopolies Bill received the Royal Assent; how many, and which industries were at present being investigated; and how this compared with the previous position.

He replied that there were at present 18 members of the Monopolies Commission, compared with nine at the beginning of August 1965, and that the Commission were at present conducting seven monopoly investigations, as follows:

cinema films, flat glass, rayon and other cellulosic fibres, aluminium semi-manufactures, electric lamps, infant milk foods, international motor insurance cards.

As already announced, he also proposed to refer beer and estate agents' charges to the Commission. The Commission also now has the responsibility for examining mergers.

At the beginning of August 1965, the Commission were dealing with the following seven references:

household detergents, colour film, cinema films, flat glass, rayon and other cellulosic fibres, aluminium semi-manufactures, electrical wiring, harnesses for motor vehicles.

Staff to handle industrial grants

The President was asked how many additional civil servants he estimated would be required to deal with the forecast 300,000 applications per annum for industrial grants under the Industrial Development Bill; how many had already been recruited; and if he would state the estimated total salaries in each case. He replied that about 1,200 additional staff would be required at a total annual cost of approximately £2.3 million. A small planning team was already in being and selection of the remainder was under way.

MONDAY, JULY 25

Butter imports

Lord Rhodes, Parliamentary Secretary, Board of Trade, was asked in the House of Lords to indicate country by country the maximum tonnages of butter to be allowed into the United Kingdom during the current butter year; and whether the Government would admit a quota from the USSR either during the current butter year or in the next one.

In reply, Lord Rhodes referred to the figures published in the *Board of Trade Journal* for March 18, 1966, and to the answer given by the President on July 7. He added: 'I regret that the Government see no possibility of allocating an import quota for butter from the USSR during 1966-67; nor is it likely that they will be able to do so next year. This is because there is a world surplus of butter, and the amount which our traditional suppliers (of whom the USSR is not one) would like to send us is much greater than we need. So far as we can see at present, this situation is not likely to change next year.'

WEDNESDAY, JULY 27

Industrial espionage

The President of the Board of Trade was asked if he was aware of the growth of industrial espionage, which sometimes enabled foreign firms, by obtaining improperly the results of prolonged and expensive research by British firms, to sell their products far more cheaply than the comparable British products; and, since at present those guilty of such espionage could only be charged with larceny, and then only if provably stolen documents are found in their possession, what steps he was taking to strengthen the law on this subject. Answering this, and a similar question, Mr. Douglas Jay said, 'Persons stealing documents or other physical objects can only be charged with larceny, but there are also civil remedies against those who improperly disclose or procure the disclosure of trade secrets. I am not convinced that these remedies are inadequate; but if the hon. Members have evidence to the contrary I shall be glad to examine it.'

Penmaenpool disaster

Asked whether an inquiry would be held into the pleasure-boat disaster which occurred at Penmaenpool near Dolgellau, Merioneth, on Friday, July 22, Mr. Roy Mason, Minister of State, said that a Board of Trade Surveyor had been appointed to carry out a preliminary inquiry into the circumstances of this casualty. When he had received his report, he would decide whether to order a public formal investigation. Mr. Mason continued, 'I am sure the House will join me in expressing deepest sympathy with the relatives of those who lost their lives in this tragic accident.'

Fairfield Shipyard capital

In reply to a request for an exact list of holders of equity and loan capital, together with the respective amounts, in Fairfields Shipyard, Mr. Roy Mason said that the capital of the company consisted of one million £1 ordinary shares and £1 million of unsecured loan stock, 1975. The Board of Trade had acquired half the ordinary shares and had subscribed all the loan stock. Details of the other shareholdings, as required by the Companies Act, would be available at the company's registered office.

Protection of Consumers Bill

The President was asked what representations he had received from the National Federation of Consumer Groups regarding the introduction of a Protection of Consumers (Trade Descriptions) Bill; and what reply he had sent them. Mr. George Darling replied, saying that the Federation had sent him a copy of the resolution passed at their Annual General Meeting deploring the omission of the Protection of Consumers (Trade Descriptions) Bill from the present session and asking the Government to make time available for this Bill. The President had told the Federation that he intended to introduce this legislation as soon as Parliamentary time permitted.

Estate agents' new council

The President was asked what was the outcome of the recent discussions between his department and bodies representing estate agents; and whether he would make a statement.

In his reply, he said that the 10 principal societies representing estate agents had told him that they were proposing to set up a council similar so far as possible in constitution and functions to the statutory body provided for in the Private Members Bill introduced in the last Parliament.

The President continued, 'I welcome this proposal as a move towards eliminating undesirable practices. The effectiveness of the new body will depend to a great extent on the support from the public which it receives.

'At the request of the societies, I have agreed to nominate to the council seven independent members and three estate agents who do not belong to the larger societies. I have also agreed to nominate the chairman from among the members of the council and I have told the societies that the Board of Trade would be prepared to comment informally on any rules or code of conduct that the council may draw up.

'The report of the Monopolies Commission on their investigation into estate agents' fees, when it is received, will provide valuable guidance to the council and to the Government on this subject.

'The decision of the societies to set up a council voluntarily does not preclude legislation and the Government will watch closely how the situation develops. They would be prepared to consider legislation if this seemed necessary later in the light of experience and would support a suitable Bill designed to deal with any problems remaining after the council has been established.'

THURSDAY, JULY 28

Trade with Canada

Asked what was the visible trade deficit with Canada in 1965; and what steps had been taken to improve the position, the President answered that imports from Canada (c.i.f.) exceeded exports and re-exports to Canada (f.o.b.) by £251 million, in 1965. With the help of the Committee for Exports to Canada, continuous efforts were being made to improve the position; and the deficit this year to date had been lower.

Mobile homes

Asked if the new restrictions on hire purchase applied to mobile homes as well as to caravans, Mr. George Darling replied that caravans over 22 ft. long or over 7 ft. 6 in. wide were exempted from the Hire Purchase and Credit Sale Agreements (Control) Order.

Trade with Spain

Asked how much had been lost to overseas trade because of the refusal of HM Government to supply ships, weapons and other goods classified as warlike materials, to the Spanish Government, Mr. Roy Mason answered: 'Nothing so far as I am aware. Our exports to Spain are rising very satisfactorily.'

Standard Industrial Classification

A member asked what plans the President had to revise the Standard Industrial Classification; whether consultations were taking place with industry in view of the importance of such classifications to industrial undertakings; and if the President would make a statement. Mr. George Darling answered: 'The Standard Industrial Classification is now under review with the object of introducing a revised classification in 1968, in time for use in the full Census of Production to take place in respect of that year. The present review, like the original classification in 1948 and the revision in 1958, is being made by an Interdepartmental Committee under the chairmanship of the Central Statistical Office. Industry is able to make its views known to the Committee either through the Economic Development Committees or by direct representations to the Departments concerned, and many trades are doing so.'

(*Continued on next page*)

THURSDAY, JULY 28

Merchant shipping built in United Kingdom

The President was asked what percentage of new merchant shipping registered in the United Kingdom in 1964 and 1965, respectively, was built in the United Kingdom and what percentage was built abroad. Mr. Roy Mason answered that of the total gross tonnage of new merchant ships of 500 gross tons and over registered in the United Kingdom in 1964 and 1965, 65 per cent and 84 per cent respectively was built in the United Kingdom; 35 per cent and 16 per cent respectively was built abroad. A table setting out the tonnages built in each country overseas is given in *Hansard*.

Anglo-Soviet trade

The President was asked if he would state the present imbalance in the import and export trade between Great Britain and Russia, indicating its increase or decrease during the last three years; and what steps he had taken and plans to take to rectify it in the interests of British trade, industry and employment. The President answered: 'The answer to the first part of the Question is set out below.

I am glad to say that our exports to Russia so far this year are doing better than last. Her Majesty's Government will continue to seek in every way to increase these exports further by urging the Soviet Government to buy more and by helping British businessmen in their efforts to sell. For instance, the Board of Trade gave extensive support to the British Industrial Fair which has just been held in Moscow and which attracted immense interest'.

UK trade with the USSR

£ million

	1963	1964	1965	Jan.-June 1965	Jan.-June* 1966
United Kingdom imports (c.i.f.)	96·8	97·0	118·9	43·5	45·5
United Kingdom exports (f.o.b.)	55·6	38·0	45·5	21·2	27·0
United Kingdlm re-exports (f.o.b.)	8·5	1·7	0·5	0·2	0·4
United Kingdom deficit in visible trade	—32·7	—57·3	—72·9	—22·1	—18·1

* Provisional figures.

FRIDAY, JULY 29

Export of stock-in-trade

The President was asked whether he would clarify the rules regarding investments outside the scheduled territories taking the form of the export of stock-in-trade free of payment. In reply, he said, 'Exports of goods, including exports of stock-in-trade, free of payment are permitted only when they meet the criterion, which my right hon. friend the Chancellor of the Exchequer announced in his Budget Speech, of an early, substantial and continuing benefit to the United Kingdom balance of payments.

In addition it is always open to a firm to export stock-in-trade on credit terms. The period of credit normally allowed is six months, though a longer period may be allowed in the case of certain products such as capital equipment.'

MONDAY, AUGUST 1

Copper supplies

Replying to a question on the probable total cost of copper imports for 1966 and whether he will initiate a national copper scrap drive, the President said, 'Imports of copper in the first half of 1966 were valued at £108 million. Because of the uncertainty about supplies and prices in the second half of this year it is not possible to estimate reliably the cost of imports for the whole year. After discussion with the trade, I am satisfied that the recovery of some 300,000 tons of copper per annum from industrial and domestic scrap, which is being achieved at present prices, is the maximum practicable.'

Asked if he will seek to ban completely all copper scrap exports the President replied, 'Our present licensing policy is to prohibit the export of any scrap which can be economically treated in the United Kingdom.'

In a further question asking to impose temporary restriction on the use of copper or copper alloy for decorative or ornamental purposes, the President replied, 'No. Only negligible amounts could be saved this way.'

TUESDAY, AUGUST 2

Pleasure boat 'Darlwin'

The President was asked what information he had as to the fate of the pleasure boat 'Darlwin' which left Mylor Creek for a trip to Fowey and back and had disappeared. Replying, he said: 'I understand that the 'Darlwin' left Fowey at 4 p.m. on Sunday, July 31, on the return journey to Falmouth. She was last seen at 4.20 p.m. by fishermen outside Fowey and there has been no trace of her since then. She was towing a 16ft. skiff which was seen last night by an RAF helicopter drifting about 10 miles SW of the Eddystone Lighthouse. A search took place throughout yesterday and has been resumed by the RAF and ships in the area today.

'I have appointed a Board of Trade surveyor to hold a preliminary inquiry and I shall decide, in the light of his report, whether to hold a full public investigation.

'I am sure the House will join me in expressing deepest sympathy with the relatives of those who are missing.'

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Patents endorsed 'Licences of Right'

UNDER SECTION 35 of the Patents Act, 1949, the following patents were endorsed 'Licences of Right' on the dates specified:

NUMBER	GRANTEES	SUBJECT-MATTER
	July 4, 1966	
710,510	The Glacier Metal Co. Ltd.	Centrifugal separators.
893,855	Regie Nationale des Usines Renault.	Method and apparatus for testing the fluid-tightness of parts.
894,002	Van Baerle, F.C.G.	Nuclear reactor simulator.
903,776	Compagnie Generale d'Electricite	Production, by extrusion of products consisting of a vulcanizable material.
910,096	Pasquetti, G.	Panelling for ceilings, etc.
913,681	Compagnie Generale du Duralumin et du Cuivre.	Rollers.
919,616	Regie Nationale des Usines Renault	Supply of control fluid to hydraulic clutches, etc.
923,981	Csepeli Csogyar	Pilger rolling mills.
943,188	Societa Italiana Resine	Stabilized formaldehyde polymers.
954,735	Chinoin Gyogyszer-es Vegyeszeti Termekek Gyara R.T.	Propylamine derivatives.
962,774	A. B. Dick Co.	Apparatus for scanning documents.
977,994	Regie Nationale des Usines Renault	Reciprocating conveyors.
998,203	Irodagepipari es Finommechanikai Vallalat.	Typewriters.
999,195	Compagnie Generale d'Electricite	Device for checking the regularity of a wire, etc.
999,747	Compagnie Generale d'Electricite	Device for nailing slats on to cable drums.
1,003,783	Gevaert Photo-Producten N.V.	Photographic development.
1,010,669	Regie Nationale des Usines Renault	Machine for bending fatigue testing of flexible hoses.
	July 8, 1966	
907,346	Davies, C. G. and anr. trading as C. G. Davies & Son.	Stand on which hoops, etc., can be suspended.
926,226	Commissariat a l'Energie Atomique	Airtight dismountable enclosures.
927,260	Societe Nationale des Petroles d'Aquitaine.	Process for the protection of materials subject to corrosion.
927,285	Commissariat a l'Energie Atomique	Manufacture of microporous metallic membranes.
927,757	Commissariat a l'Energie Atomique	Method and device for stabilizing the gain of photomultiplier tubes.

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which the claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

GORDON GRANT,
Comptroller.

The Patent Office.

Government surplus sales by auction

MINISTRY OF DEFENCE

1966	Stores	Location	Auctioneers
Aug. 23 & 24	**Machine tools, clothing and textiles, miscellaneous stores.**	**Royal Ordnance Factory, Royal Arsenal, Woolwich.**	**Fuller, Horsey Sons & Cassell (Dept. L), 10 Lloyds Avenue, London, E.C.3. (Tel. Royal 4861.)**

Machine tools including a Cincinnati cylindrical grinder 12 in. by 36 in.; Milnes and Bentley 4½ in. and Churchill 'Cub' 6½ in. SS and SC lathes; Dreses 42 in., Richmond 36 in. and Kitchen & Wade 30 in. radial drills; Archdale 54 in. by 14 in. vertical milling machine; Ajax 11 in. bench and Delta 18 in. pillar drills; Wolf and Black & Decker drilling machines and electric drills; Buck & Hickman electric drills and hand presses; Desoutter 'Mighty Atom' drills; Wolf electric hand grinders ½ in. and ⅜ in. spindle; Armstrong-Whitworth pneumatic hammers and pneumatic rotary head cutter 7 in. wheel; Sweeney & Blocksidge and Edwards fly presses; binding, grinding, gas cutting and profile machines; buffing and polishing machines; Jackson centreless polishing machines; Wickstead circular saw 24 in.; impact testing machine; Budenborg gauge testing machine; cylinder boring machines; various lathes.

Clothing and textiles: Greatcoats; raincoats; BD trousers and blouses; khaki drill trousers; boots and shoes; shirts, vests, protecting clothing; mats; rugs; carpets; curtains; webbing; kitbags; 6,000 blankets; mattresses; pillows and pillow cases; bedspreads; sheets; towels various; table cloths; mixed rags; old hessian, canvas, rubber, etc.

Miscellaneous stores: Coventry Climax and Conveyancer diesel driven fork lift trucks 4,000 lb. capacity; spares for Stothert & Pitt 3-6 ton diesel electric cranes; 51 tons of engine and generator spares for Lancashire Dynamo/National Gas, Metropolitan Vickers/Bellis Morcom, Crossley Bros., Mirrlees, Bickerton & Day, Petters and English Electric generating sets; Lister 22kW static diesel electric generating set 100V; gravity rollers and stands; four-wheeled searchlight trailers; rocket transporters; Meteor engine and gearbox; trailer fire pumps and fire fighting equipment; Rover, Bedford, Austin and Commer 4- and 6-cylinder petrol engines; MT spares; ball races and bearings; batteries; radio and radar spares; tool kits; engineering tools; lifting jacks; wooden packing cases; photographic equipment; telephone and wireless accessories; 8,000 ft. welding metals; water containers; tables various; chests of drawers; bureaux; sideboards; beds; settees; bedside lockers; kitchenware and glassware, etc.

Compasses, binoculars and telescopes including Barr & Stroud 7 X 50 prismatic binoculars in leather cases (some wood); Ross and Ottway 7 X 50 gun sighting monoculars in wood cases; Ottway 7 X 50 high angle gun sighting telescopes in wood cases; Aldis 1 X 21 illuminated gun sighting telescopes; Bell & Howell 621 16 mm. sound cine projectors with speaker and transformer.

Sept. 8 .	**Miscellaneous stores including . . .**	**Western Command Ordnance Depot, Hereford**	**Russell, Baldwin & Bright (Dept. L), 20/21 King Street, Hereford. (Tel. Hereford 4366.)**

Generators; electric ovens; fire extinguishers; electronic valves; wireless reception sets; electric cable; motor transport spares; clothing and textiles, and a large assortment of general stores.

Sept. 14 . (note new date)	**Vehicles, clothing and textiles and miscellaneous stores.**	**Various Depots in Northern Ireland.** (*Sale at the Auctioneer's Belfast premises.*)	**Osborne, King & Megran (Dept. L), 14 Montgomery Street, Belfast, 1. (Tel. Belfast 20233.)**

Vehicles including Austin 'A135' limousine; Land Rovers; Austin 'Champs'; Bedford, Austin and Morris trucks; Bedford teleprinter office truck; AEC 'Matador' tractors; Browning lorry mounted 11-ton mobile crane; Fordson 'Major' mechanical shovels; Morris water tanker (200 gallons); BSA motor cycles.

Clothing and textiles: Battle dress blouses and trousers; greatcoats; raincoats; ankle boots and shoes; 14 tons mixed rags, etc.

Miscellaneous stores including motor transport spares; Land Rover, Daimler and Bedford petrol engines; scrap batteries; 2,000 water containers; cooking ranges, furniture, etc.

Catalogues of the above sales may be obtained from the relevant auctioneers 14 days prior to the date of sale, price 1s. 0d. (Postal Order only).

SALE BY TENDER

THREE HERALD AIRCRAFT

Three Herald aircraft at present leased to and in service with British European Airways are expected to become available for sale in November 1966. Applications for Tender Forms should be sent to Ministry of Defence (AD), Sales 4cii, Room 424, First Avenue House, High Holborn, London, W.C.1.

1966	Description	Location	Auctioneers
Sept. 6 .	Electrical switchgear, electric motors, teak sectional flooring, trunking, quantity of rolled steel joists, quantity of 1 in. by ⅛ in. copper earthing tape, approximately 35,000 yds. of electric cable in sizes from ·0225/2 core to ·1/4 core both HV and MV, together with control cable to some of the above showing up to 14 pairs, all as now at and laid at Langtoft (Lincolnshire) R.A.F. Station for removal off site.	Technical Site, Langtoft, R.A.F. Station .	Fox & Vergette, Priestgate, Peterborough. (Tel. Peterborough 4261).

Government Publications

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Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
								Selected components					Selected components		
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings	Total	Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	20,085	—	16,100	15,373	15,373	9,140	3,478	922	688	591	1,205				
1961	113	114	121	116	111	100	130	130	138	138	123	+319	+230	+36	+29
1962	114	115	127	123	114	100	129	119	134	142	125	+ 76	+ 33	+22	+14
1963	118	119	135	130	119	103	132	108	144	145	132	+177	+ 89	+29	+55
1964	125	128	144	139	123	106	155	121	170	184	151	+513	+332	+72	+47
1965	128	132	152	147	125	108	160	132	168	189	157	+311	+199	+19	+57
1964															
3rd quarter	124	128	146	139	123	106	157	121	179	184	153	+137	+ 77	+19	+17
4th quarter	126	130	147	143	125	107	160	128	177	189	156	+108	+ 50	+30	+15
1965															
1st quarter	128	132	150	146	127	108	162	138	168	191	158	+ 61	+ 49	—10	+12
2nd quarter	127	131	151	145	123	107	159	127	172	184	159	+ 95	+ 83	— 5	+ 7
3rd quarter	127	132	153	148	124	108	158	131	160	189	155	+117	+ 71	+21	+20
4th quarter	129	133	155	151	126	109	161	130	170	193	157	+ 38	— 4	+13	+18
1966															
1st quarter	130	134	162	155	130	110	162	137	165	183	165	+ 82	+ 58	N/C	+17
1965															
December		134				109									
1966															
January		134				110									
February		133				109									
March		135				110									
April		134*				110									
May		133*				111									

	ORDERS		PRICES AND COSTS					LABOUR							
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry:		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers	Unfilled vacancies for adults			IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average (seasonally adjusted)	Mid-month or monthly average†	Change from previous period†	Normal seasonal change	at current prices		
	at 1958 prices													
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	series shown in thousands				1958	1958	series shown in £ million
Value in base year, £m.	..	..	—		—	—	—					3,836	3,250	
1961	122	104	114·5	+3·4	104·4	119·1	130·3	305	213	+ 1	..	119	117	— 14
1962	117	100	119·3	+4·2	103·0	120·6	136·3	422	149	—64	..	121	120	+ 93
1963	136	117	121·7	+2·0	104·5	121·4	141·3	500	144	— 5	..	130	130	+105
1964	162	124	125·7	+3·3	108·6	124·7	148·5	361	221	+77	..	148	136	—406
1965	165	121	131·8	+4·9	110·6	129·5	157·9	309	265	+44	..	150	145	—136
1964														
3rd quarter	154	113	126·5	+4·3	108·6	125·0	149·4	359	242	+12	+ 6	148	134	—124
4th quarter	162	124	127·6	+4·5	109·9	126·3	150·9	330	228	—14	—34	149	139	—103
1965														
1st quarter	167	121	128·8	+4·5	109·7	128·3	153·8	306	233	+ 5	— 5	143	141	— 18
2nd quarter	166	127	132·0	+5·2	111·0	129·1	156·2	304	288	+55	+33	152	141	— 70
3rd quarter	165	117	132·6	+4·8	110·5	129·9	159·9	321	284	— 4	+ 6	153	147	— 56
4th quarter	165	121	133·5	+4·6	111·5	130·5	161·9	305	255	—29	—34	153	151	+ 8
1966														
1st quarter	164	122*	134·4	+4·3	113·7	131·4	165·9	279	260	+ 5	— 5	159	153	— 39
2nd quarter			137·0	+3·8	116·9*	132·7*	168·1	282	295	+35	+33	155*	146*	
1965														
December	165	121	134·1	+4·5	111·9	130·7	162·6	304	246	— 7	—11	153	155	..
1966														
January	165	122*	134·3	+4·4	113·0	130·9	165·0	285	245	— 1	— 1	158	146	..
February	165	121*	134·4	+4·5	114·1	131·3	165·4	277	260	+15	+ 6	159	159	..
March	164	122*	134·7	+4·3	113·9	131·9	167·2	274	274	+14	+10	158	153	..
April	164*	123*	136·3	+3·6	116·2*	132·6*	167·8	279	289	+15	+14	157	153	
May	163*	127*	137·2	+3·9	117·1*	132·8*	167·8	277	296	+ 7	+ 9	163	155	
June			137·6	+3·9	117·3*	132·8*	168·7	290	300	+ 4	+13	146*	128*	
July								305*	296	— 4	+ 3			

* Provisional. † Not seasonally adjusted.

Latest company results show profits level unchanged

BETWEEN APRIL 1 and June 30, 1966, the Board of Trade's Statistics Division analysed the accounts of 637 quoted companies for their accounting years ending between April 1965 and March 1966. 408 of the accounts (nearly two-thirds of the total) related to a year ending in December 1965; thus the accounts can be taken to represent roughly average experience during the calendar year 1965.

The companies whose accounts are analysed in the present article number just under one-third of all companies engaged mainly in manufacturing and distribution in the United Kingdom whose accounts are analysed by the Board of Trade, but in 1964 they accounted for two-fifths of total assets and income. The chemical industry is over-represented compared with the weight it would carry in an annual analysis because of the inclusion of the accounts of Imperial Chemical Industries and Unilever. On the other hand, the drink industry is under-represented as many of the brewery companies have autumn accounting dates. Table A shows how the industrial distribution of assets of the companies whose accounts are now analysed compares with the industrial pattern of quoted companies as a whole.

The revised form of presentation which was introduced in the analysis of accounts received up to the end of December 1965* is again adopted in this article. The changes are fully described in the notes at the end of this article.

Nearly one quarter of the companies (154 out of 637) gave figures for turnover in the accounts. Excluding the six companies which did not give comparable figures for 1964, the increase in turnover between 1964 and 1965 was about 10 per cent.

Company income

Gross trading profits of the companies included in this analysis of accounts received in the second quarter of 1966 at £1,239 million were about 3 per cent higher than they were a year earlier, the same increase as that shown in accounts for 1965 received in the first quarter of 1966. (Profits of companies reporting in the third and fourth quarters of 1965 were respectively 14 per cent and 9 per cent higher than a year earlier.) The gross trading profits of all companies, as estimated in the sample inquiry made quarter by quarter by the Central Statistical Office, for the 12 months ending December 1965 (the most nearly corresponding period to the present Board of Trade analysis) were not quite 3 per cent higher than in the previous 12 months. The latest results in the Central Statistical Office series show that profits during the first quarter of 1966 remained at roughly the average level for the previous year.

The present analysis shows that of the 22 broad industry groups for which separate figures are calculated, 14 showed increased trading profits compared with previous years. Of the remainder, four industries showed no change in profits and three recorded falls. (No accounts were received from companies classified to the leather industry). The largest proportional increase in profits was recorded by companies in the textile industry (up 8 per cent from £60 million in 1964 to £65 million in 1965), while rises of between 5 per cent and 7 per cent were recorded by companies in the metal manufacturing, electrical engineering, transport, retail distribution, paper, and drink industries. The industries with companies showing falls in trading profit were shipbuilding (down by 89 per cent), vehicles (down by 8 per cent) and other manufacturing (down by 4 per cent).

Gross income (trading profit plus investment and other income) of the companies reporting in the second quarter of 1966, rose from £1,242 million in 1964 to £1,301 million in 1965. As in the analysis of accounts for 1965 received up to the end of March 1966, the appropriation of income in 1965 is affected by the new tax arrangements brought about by the substitution of corporation tax for the previous system under which company profits were subject to profits tax and income tax. Additionally in this quarter, nearly half the accounts analysed reflect, at least in part, the change in the treatment of tax on dividends brought about by the Finance Act, 1965, whereby companies bear the gross cost of a dividend, paying the net amount to shareholders and accounting to the Inland Revenue for the income tax due thereon. To maintain comparability with the results for 1964, when dividends were shown net of tax, an estimate has been made of the amount of tax expected to be payable on 1965 dividends shown in accounts gross of tax, and this amount has been deducted from dividend distributions and added to taxation appropriations. For the 385 companies showing all or part of their 1965 dividends gross of tax, the amount of tax payable was estimated to be about £37 million on gross dividends of £89 million. The overall effect of the new arrangements is that the tax appropriation is proportionately smaller in 1965 (27 per cent compared with 35 per cent in 1964), and the amount of retained profits is proportionately larger (24 per cent in 1965 compared with 19 per cent in 1964). In absolute terms, retentions rose by £83 million, interest on long-term loans by £9 million, and depreciation provisions by £34 million, while tax appropriations fell by £72 million. Dividend distributions (net of tax) rose by £3 million or just over 1 per cent. Depreciation provisions plus the amount retained in reserves, which together are available to finance companies' expansion, rose from £533 million in 1964 to £650 million in 1965 and amounted to 50 per cent of gross income. Details of the appropriation of company income are shown in Table 2.

Company expenditure

Expenditure of the companies reporting in the second quarter of 1966 rose by £180 million (11 per cent), a larger proportionate increase than that recorded in accounts analysed in the first quarter of 1966.

For the second quarter running there was a very slight fall (of 3 per cent) over the previous year in expenditure on acquiring subsidiaries. Companies included in the present analysis spent £169 million on acquiring subsidiaries; over half the expenditure was accounted for by four large acquisitions – of Lewis's Investment Trust by Sears Holdings through its subsidiary British Shoe Corporation (for £63 million), Pasolds by J. P. Coats, Patons and Baldwins (for £9½ million) and of Range Boilers by Imperial Chemical Industries and R. W. Crabtree & Sons by Vickers (each for £7 million). Fifty-one per cent of the expenditure on acquiring subsidiaries was covered by the issue of shares and long-term loans, a higher proportion than in 1964.

There was a rise in the rate of stockbuilding (from £191 million in 1964 to £212 million in 1965). The largest increases, of between £8 million and £18 million, were recorded by the chemical, non-electrical engineering and buildings materials (bricks, pottery, glass, cement, etc.) industries; the largest fall in stocks (of £16 million) was recorded by the textile industry.

Expenditure on tangible fixed assets rose by 30 per cent from £510 million in 1964 to £665 million in 1965, the highest proportionate increases for nearly three years. Expenditure on intangible assets (goodwill, etc.) rose by £1 million, but expenditure on trade investments fell by £5 million. There was a sharp fall (from £51 million during 1964 to £14 million during 1965) in net trade and other credit granted by companies reporting in the second quarter. Liquid resources by way of cash and short-term assets fell by £81 million during 1965, compared with a fall of £57 million during 1964.

There was an increase of £117 million in internally generated funds and a rise of £27 million in bank overdrafts and loans, but these together were insufficient to meet the higher expenditure in 1965. Apart from the shares and long-term loans issued in connection with the acquisition of subsidiaries, companies raised £183 million by way of shares and loans, an increase of £49 million over the previous year. As in the analysis of accounts for 1965 received up to the end of March 1966, there was a marked increase (from £89 million in 1964 to £171 million in 1965) in the issue of long-term loans for cash, while issues of Ordinary shares fell by 60 per cent from £47 million in 1964 to £14 million in 1965. The sources and uses of company funds are shown in greater detail in Tables 2 and 3.

Contracts for capital expenditure not provided for in the accounts rose by 7 per cent from £323 million in 1964 to £345 million in 1965. Increases of £7 million were recorded by the buildings materials industry and by the retail distribution industry, while small falls (of between £2 million and £3 million) were shown by the paper and shipbuilding industries.

(*Continued on next page*)

* See *Board of Trade Journal* of February 11th, 1966, page 310

COMPANY RESULTS, *continued*

Notes – Tables 1-3 present an analysis of accounts for the 'year' 1965 (with comparable figures for 1964) based on accounts received by the Board of Trade up to the end of June 1966.

The figures are not quarterly in the sense of representing experience during the quarter; a company's accounts relate to a year's experience and the average period reflected in an aggregation of company accounts will depend on the spread of accounting dates represented by the accounts. In general, accounts received in a later quarter represent annual experience centred on a later date than those received in an earlier quarter; but since there is a seasonal pattern in industrial accounting dates, comparisons between figures published in successive quarters will reflect these seasonal factors as well as the underlying trend. There is also great variability in experience between companies and this can influence the comparisons between figures for different quarters.

The companies included are those with assets of £0.5 million or more, or income of £50,000 or more, whose shares were quoted on a United Kingdom stock exchange at the end of 1964 and which are mainly engaged in the United Kingdom in manufacturing, distribution, construction, transport and certain other services. Companies whose main interests are in agriculture, shipping, insurance, banking, finance and property, and those operating wholly or mainly overseas, are not included. Wherever possible the accounts used in the analysis are the consolidated accounts of groups of companies, including the balance sheet and the profit and loss accounts of subsidiary companies within each group.

The statistics are not therefore confined to activities in the United Kingdom since over one quarter of the companies are known to have subsidiaries operating overseas whose accounts are consolidated with those of the group. The 1964 figures include companies which were independent in that year but which were acquired in 1965 by another company in the population.

Changes in presentation

The tables in the present article reflect the revised system of analysis applied to accounts for 1964 and later years. The main alterations to the headings shown in previous articles are described below.

TABLE 1. BALANCE SHEET

Trade and other debtors
Trade and other creditors

Other debtors and other creditors are no longer distinguished from trade debtors and trade creditors respectively; many companies do not make these distinctions and the amounts involved are relatively small.

Investments (other than trade investments)

This heading, previously called marketable securities, is now shown in greater detail, distinguishing British Government securities (where shown) loans to local authorities (where shown), and unquoted securities. Where no analysis of investments is given they are all classified to the residual heading, which also includes such items as overseas government securities, company securities, etc.

Tax equalization reserves

This heading, previously included in capital and revenue reserves, is now shown separately.

Provisions

This heading is no longer distinguished. In so far as provisions are treated as current liabilities by companies they are included in the heading 'trade and other creditors, etc.'. In so far as provisions are treated by companies as part of their capital they are included in the heading 'capital and revenue reserves'.

Treasury bills

Treasury bills, which were previously included in the heading 'Cash', are now shown separately.

TABLE 2. SOURCES OF COMPANY FUNDS

Proceeds from issue of loan and share capital (less redemptions)

Issues in exchange for acquiring subsidiary companies are now shown separately from issues for cash.

Increase in trade and other creditors

As in the balance sheet other creditors are no longer distinguished from trade creditors.

Total income from trading and other activities

Income from trade investments is now shown separately: previously it was included in total income from investments.

Other capital receipts, which cover two previous headings (increase in liability to minority shareholders, and other receipts on capital account), are included here since they do not fit naturally into either of the other main headings of the sources account – new capital and short-term credit.

Appropriation of income, which is appended to the total sources of company funds, is subject to four changes.

Amounts written off are distinguished from depreciation provisions.

Overseas tax is now distinguished from United Kingdom taxation, and United Kingdom taxation is split between current taxation and the *increase in future tax reserves.*

Other capital receipts are combined with retained profits to maintain the equality between the total income from trading and other activities and the appropriation of total income.

Share due to minority interests is now eliminated and appropriate amounts allocated to dividends (net) and retained profits.

TABLE 3. USES OF COMPANY FUNDS

The table now falls into three parts : payments out of income, expenditure on fixed assets, etc. and increase in current assets.

Taxation payments represent taxation as shown in the appropriation of income less the increase in current and future tax liabilities (that is 'additions to accrual: tax' shown previously as a source of funds). Similarly *dividend distributions* represent dividends (net) as shown in the appropriation of income less the 'additions to accruals: dividends' and *interest on long-term loans* represent the corresponding item – the appropriation of income less 'additions to accruals: interest'.

Expenditure on tangible fixed assets includes the surplus on the sale of fixed assets as a negative item, and the loss on the sale of fixed assets as a positive item.

The *consolidation adjustment* is now deducted from expenditure on fixed assets, etc, as it is more likely to be appropriate to this category than to others, although this is only an approximation.

Expenditure on the acquisition of subsidiaries is now divided between cash expenditure and issues of share and loan capital.

Expenditure out as provisions is now eliminated as a separate heading as a result of the new treatment of provisions mentioned in connection with the balance sheet.

Changes in holdings of liquid assets (cash, etc., tax reserve certificates and other investments) are now treated as uses of funds instead of the previous treatment where they formed a balancing item.

Because of rounding, the total of a row or column may not be exactly equal to the sum of its components.

Detailed figures corresponding to those in the tables accompanying this article for each of 22 industry groups will be published in the next issue of the Ministry of Labour's 'Statistics on Incomes, Prices, Employment and Production'.

Table A. Industrial distribution of company assets, 1964

£ million
(percentage of total in brackets)

Industry	Net assets in 1964 of companies included in present analysis (637 companies)	Net assets in 1964 of all companies included in annual analysis (1,916 companies)
Chemical and allied	1,811 (26)	2,255 (13)
Non-electrical engineering	644 (9)	1,342 (8)
Paper, printing and publishing	538 (8)	1,046 (6)
Retail distribution	510 (7)	1,229 (7)
Food	374 (5)	840 (5)
Metal goods n.e.s.	372 (5)	642 (4)
Textiles	342 (5)	1,086 (6)
Electrical engineering	321 (5)	1,302 (8)
Bricks, pottery etc.	294 (4)	623 (4)
Drink	220 (3)	1,330 (8)
Wholesale distribution	176 (3)	627 (4)
Construction	151 (2)	214 (1)
Other industries	1,098 (16)	4,549 (27)
Total	6,850 (100)	17,087 (100)

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Table 1. Quoted companies – balance sheet summary

Accounts received between April 1 and June 30, 1966 — £ thousand

Balance sheet at end of year	Manufacturing Industries		Manufacturing and Distribution, etc.	
	1964	1965	1964	1965
Number of companies (a)	469	452	656	637
Fixed assets:				
Tangible fixed assets, net	3,211,918	3,531,161	3,940,479	4,394,828
Goodwill	211,184	230,719	238,446	264,092
Trade investments	295,951	325,882	327,838	363,772
Investment in unconsolidated subsidiaries	3,147	66,063	7,674	66,645
Total fixed assets, net	3,722,200	4,153,825	4,514,437	5,089,337
Current assets:				
Stocks and work in progress	1,835,080	2,006,783	2,189,720	2,411,674
Trade and other debtors, etc.	1,582,080	1,758,272	1,931,778	2,142,438
Investments (other than trade investments)	180,026	148,112	197,963	163,225
Of which:				
British government securities	21,312	19,536	24,254	22,033
Loans to local authorities	10,204	11,073	16,311	13,768
Other and unclassified quoted securities	109,989	86,282	115,133	91,793
Unquoted	38,521	31,221	42,265	35,631
Tax reserve certificates	35,645	17,968	39,849	20,453
Treasury bills	5,438	212	6,569	412
Cash	286,544	268,669	359,452	347,581
Total current assets	3,924,813	4,200,016	4,725,331	5,085,783
Less Current liabilities:				
Bank overdrafts and loans	373,079	451,757	477,520	580,922
Trade and other creditors, etc.	1,084,300	1,244,225	1,401,345	1,601,981
Dividends and interest due	119,407	141,145	149,945	179,547
Current taxation	303,813	258,219	361,020	305,276
Total current liabilities	1,880,599	2,095,346	2,389,830	2,667,726
Net current assets	2,044,214	2,104,670	2,335,501	2,418,057
Total net assets	5,766,414	6,258,495	6,849,938	7,507,394
Represented by:				
Future tax reserves	235,697	202,355	292,796	258,840
Tax equalization reserve	99,732	126,231	107,236	135,157
Long-term loans	689,320	818,160	823,658	991,290
Minority interests in subsidiaries	230,405	273,047	251,152	295,277
Shareholders' interest:	4,511,260	4,838,702	5,375,096	5,826,830
Of which:				
Ordinary shares	1,962,747	2,017,476	2,324,769	2,398,327
Preference etc. shares	350,994	351,598	416,980	417,051
Capital and revenue reserves	2,197,519	2,469,628	2,633,347	3,011,452
Accumulated depreciation on fixed assets	1,780,409	1,983,049	2,009,917	2,244,620
Contracts for capital expenditure not provided for	273,526	288,052	322,741	120,626

(a) The 1964 figures include companies which were independent in that year but which were acquired in 1965 by another company in the population.

Table 2. Quoted companies – sources of company funds

Accounts received between April 1 and June 30, 1966 — £ thousand

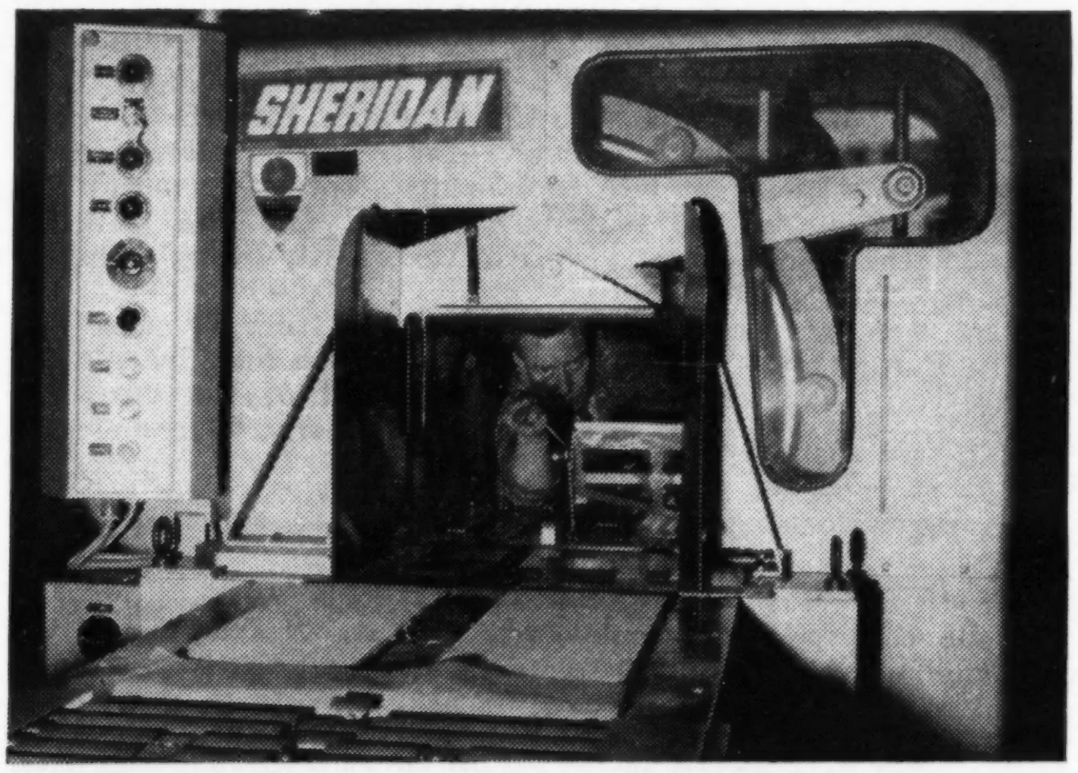
	Manufacturing Industries		Manufacturing and Distribution, etc.	
	1964	1965	1964	1965
Number of companies	469	452	656	637
Sources of funds:				
Proceeds from issue of loan and share capital:				
For cash	92,343	149,309	133,912	183,196
Of which:				
Ordinary shares	33,986	13,429	46,847	13,845
Preference etc., shares	—2,243	—483	—2,371	—1,647
Long-term loans	60,600	136,363	89,436	170,998
In exchange for subsidiaries	35,931	68,529	56,749	87,300
Of which:				
Ordinary shares	27,331	34,711	40,138	48,050
Preference etc., shares	5,936	6,142	6,387	7,335
Long-term loans	2,664	27,676	10,224	31,915
Total receipts from issues	128,274	217,838	190,661	270,496
Increase in short-term credit:				
Increase in amount owing to banks	57,305	73,755	71,195	98,292
Increase in trade and other creditors, etc.	146,093	150,716	184,835	190,089
Total increase in short-term credit	203,398	224,471	256,030	288,381
Internal sources: income from trading and other activities:				
Gross trading profit	995,861	1,026,240	1,198,721	1,238,658
Income from trade investments	34,224	33,510	36,641	36,577
Income from other investments	18,938	19,106	21,533	23,040
Prior year adjustments other than tax	—14,694	4,584	—14,490	4,716
Other capital receipts	16,954	26,081	17,934	26,988
Other income	—470	—2,117	—147	—2,144
Total income from trading and other activities	1,050,813	1,107,404	1,260,192	1,327,835
Total sources of funds	1,382,485	1,549,713	1,706,883	1,886,712
Appropriation of trading and other income:				
Depreciation provisions	261,875	289,328	300,417	334,027
Amounts written off	985	1,696	1,265	2,770
Taxation	351,237	288,314	429,297	356,934
Of which:				
Current UK taxation	254,543	231,292	321,478	299,102
Increase in future tax reserves	46,326	—2,175	56,425	—2,449
Overseas taxation	63,466	70,823	66,065	74,166
Less: Prior year tax adjustments	13,098	11,626	14,671	13,885
Interest on long-term loans	36,557	43,202	43,214	52,400
Dividends (net):				
Ordinary	178,427	180,950	218,121	222,300
Preference, etc.	14,441	13,473	17,400	16,097
Retained profits and other capital receipts	207,291	290,441	250,478	343,307
Total appropriations of trading and other income	1,050,813	1,107,404	1,260,192	1,327,835

Table 3. Quoted companies – uses of company funds

Accounts received between April 1 and June 30, 1966 — £ thousand

	Manufacturing Industries		Manufacturing and Distribution, etc.	
	1964	1965	1964	1965
Number of companies	469	452	656	637
Uses of funds:				
Payments out of income:				
Taxation payments	277,112	337,318	337,589	416,339
Dividend distributions	189,355	172,981	230,677	209,670
Interest on long-term loans	36,663	43,349	43,531	52,495
Total payments out of income	503,130	553,648	611,797	678,504
Expenditure on fixed assets, etc.:				
Tangible fixed assets	418,563	562,665	510,164	664,506
Adjustments due to consolidation	—22,804	—23,698	—33,525	—27,899
Intangible assets	326	1,634	511	2,016
Trade investments	44,892	34,069	44,429	39,378
Acquisition of subsidiaries	136,134	142,102	174,468	168,588
Of which:				
By issue of shares and loans	35,931	68,529	56,749	87,300
By cash	100,203	73,573	117,719	81,288
Other expenditure on capital account	23,908	23,203	29,837	26,354
Total expenditure on fixed assets, etc.	601,019	739,975	725,884	872,943
Increase in current assets, etc.:				
Increase in stocks	150,833	164,460	190,579	211,797
Increase in trade and other debtors, etc.	189,338	170,341	235,818	204,150
Increase in liquid resources	—61,835	—78,711	—57,195	—80,682
Of which:				
Tax reserve certificates	—20,893	—17,497	—27,158	—19,374
Other investments	—7,610	—35,493	—6,755	—38,765
Cash, etc.	—33,332	—25,721	—23,282	—22,543
Total increase in current assets	278,336	256,090	369,202	335,265
Total uses of funds	1,382,485	1,549,713	1,706,883	1,886,712

ORDER FOR USSR



Feeding the sizal twine to the outrigger arm of a Sheridan automatic newspaper-tying machine during final tests at the company's factory in Bromley, Kent. Phased delivery of 25 machines of similar type, worth a total of £200,000, is now under way to the Soviet Union to cross-tie bundles of 'Pravda' at the rate of 20 bundles per minute. Mr. David Maltby, general manager of Sheridan Machinery Company, stated that inquiries about the firm's wide range of tying machines received at the British Industrial Exhibition in Moscow held a potential of a further £250,000 worth of business.

United Kingdom trade in the first half of 1966

(A short article about United Kingdom trade in June was published in the Journal *dated July 22. This article provides further details of the main trends in trade in the first half of this year.)*

THE FLOW OF trade in June was reduced by the seamen's strike, which was in operation from May 16 to the end of June. Exports were affected more than imports. Whilst most of the shortfall in trade is likely to be made good during the next few months, the monthly figures will be disturbed for some time until the normal movement of ships is restored. The low figures for June affect totals for the first half-year, and the following analysis of trends is therefore largely based on the figures for the period January to May.

Summary

With the rapid advance in exports in the second half of 1965, followed by a further but slower increase this year, the total for the first five months was 9 per cent more by value and 6 per cent by volume than in the first five months of last year. Imports increased sharply at the turn of the year, and on average in the first five months were 4 per cent more by value than in the second half of last year, partly owing to higher commodity prices. The trade deficit in the first five months of 1966 was near to the average for last year.

United Kingdom trade

TABLE 1 (A)

Seasonally adjusted values — **£ million per month**

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.	Trade balance
1964	368	475	13	—45
1965	394	480	14	—22
1964 1st quarter	366	469	12	—41
2nd quarter	365	477	13	—45
3rd quarter	363	475	14	—51
4th quarter	376	478	13	—42
1965 1st quarter	383	458	13	—13
2nd quarter	381	485	13	—39
3rd quarter	399	489	15	—25
4th quarter	410	490	16	—11
1966 1st quarter	414	507	16	—25
2nd quarter	394	495	16	—35*
January	396	506	16	—47
February	432	508	17	— 7
March	415	507	15	—23
April	415	502	16	—21*
May	422	520	17	—28*
June	345	466	15	—55*
January-May	416	508	16	—25

* Estimated.

Trade balance

The trade deficit in the first half of this year was £30 million a month, seasonally adjusted. In the first five months of the year, with the deterioration in June arising from the seamen's strike therefore excluded, the deficit averaged just under £25 million compared with £22 million a month during 1965 and £45 million a month in 1964.

TABLE 1 (B)

Recorded values — **£ million per month**

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.
1964 1st quarter	371·4	477·7	12·8
2nd quarter	377·5	480·8	13·1
3rd quarter	338·7	460·4	12·0
4th quarter	382·9	479·7	13·3
1965 1st quarter	374·0	464·9	13·6
2nd quarter	401·7	487·0	14·0
3rd quarter	380·6	476·1	14·0
4th quarter	418·3	493·1	15·9
1966 1st quarter	422·2	514·9	16·9
2nd quarter	399·4	498·0	16·3
January	378·0	524·4	14·8
February	412·7	472·0	15·6
March	476·4	549·1	20·3
April	384·5	496·0	15·5
May	440·7	508·2	17·3
June	373·6	493·7	15·6

Exports

In the first half of this year exports averaged £404 million a month (seasonally adjusted), but with the low figure for June excluded, they averaged £416 million in the first five months, over 5½ per cent above the monthly average for the year 1965.

The increase in exports compared with the average of last year was largely accounted for by continued high exports to North America and renewed expansion, after comparatively little change during most of last year, in exports to Western Europe, including both the EEC and EFTA markets. Shipments to the overseas Sterling Area fell back this year; during 1965 they did not change much. The commodity groups mainly contributing to the higher exports this year were machinery, aircraft, and food, drink and tobacco.

Imports

Imports averaged £501 million a month (seasonally adjusted) in the first half of this year. With the low figure for June excluded, they averaged nearly £509 million in the first five months, a rise of 4 per cent over the previous half-year. More than a third of this rise was attributable to higher commodity prices; the volume of imports increased by about 2½ per cent.

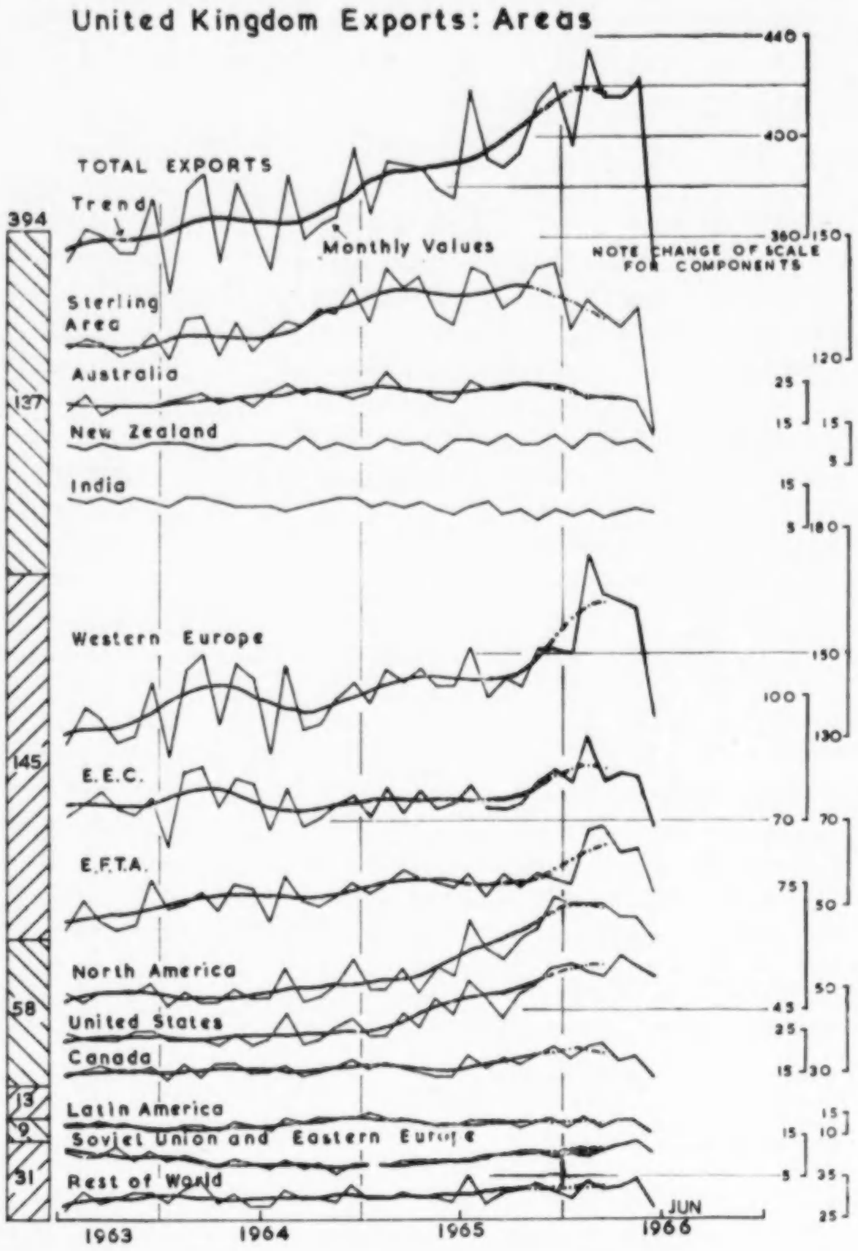
Much of the rise in imports in the first five months of this year was in manufactured goods and fuels. Imports of basic materials, food and beverages were lower. Among manufactured goods imports of capital equipment, especially machinery, increased sharply at the beginning of the year. The value of imported semi-manufactures also increased, partly owing to higher prices, especially of copper.

There were marked increases in arrivals from Western and Eastern Europe and from North America in the first five months of this year, compared with the second half of last year, but imports from the Sterling Area and Latin America were lower.

AREA PATTERN OF EXPORTS

North America

In the early months of this year exports to **North America** were running at a high rate following the very sharp rise in the second half of 1965. In January to May exports to the **United States,** although running fairly flat, averaged 21 per cent above the rate for 1965 as a whole; this followed an increase of 23 per cent in 1965 over the preceding year. This very big increase must be seen against a background of fast expansion in the United States economy and strong growth in United States demand for imports. Most categories of exports to the United States showed strong growth over the past year, though increases were particularly big in the case of non-electric machinery and scientific instruments, non-ferrous metals (with platinum showing a particularly large increase) and whisky. Exports of aircraft reached a very high rate in the first half of 1966 as deliveries of the BAC-111 built up;



this category contributed heavily to the higher rate of exports to the United States in recent months.

Exports to **Canada** in January to May were 14 per cent above the rate for 1965 as a whole. As with the United States there was a background of strong import demand in Canada.

Western Europe

In the first five months of this year shipments to **Western Europe** were at a rate of 11 per cent above the average for the year 1965. Exports to **EEC** countries (seasonally adjusted) were over 8 per cent above the average for the year 1965, continuing the re-expansion which was started late last year. This renewal of growth depended very largely on exports to France and Italy, the re-expansion of whose economies was reflected in the rise in United Kingdom exports which started late in 1965, following a two-year period of decline which had been particularly sharp in the case of Italy. United Kingdom exports to Belgium moved up strongly in the early months of 1966. Exports to Western Germany rose more slowly in recent months following their surge during last year; exports to the Netherlands continued to run higher in recent months following their recovery towards the end of last year. Shipments to **EFTA** countries in January to May showed a renewal of growth after a period of relative flatness during last year, and were at a rate over 13 per cent higher than the average in the year 1965. The higher rate of exports in recent months was partly attributable to exports of ships to Sweden, Norway and Denmark, but expansion in exports was widespread, with a particularly big increase for Switzerland. Exports to other countries of Western Europe showed good growth in recent months; the main increase continued to be in exports to Spain, which were at a rate some one-quarter higher than that for the year 1965.

Sterling Area

Exports to the **Overseas Sterling Area** fell back a little recently after having run comparatively flat during most of last year following the big rise that started in 1962. These changes in trend echo those of total import demand by the Overseas Sterling Area. The background to this is the movement in export earnings of the Overseas Sterling Area countries on which their capacity to import largely depends; these earnings showed very rapid growth between 1962 and mid-1964, followed by about a year of little further increase. United Kingdom exports to the Overseas Sterling

Table 2.
United Kingdom exports: Sterling Area
£ million f.o.b. quarters or quarterly averages
(*percentage change on a year earlier*)

	2nd half 1965	1st quarter 1966	2nd quarter 1966
Sterling Area:			
Commonwealth Europe	8·5 (+14)	8·6 (+21)	7·2 (— 8)
Cyprus	4·3 (+44)	4·4 (+40)	3·4 (—11)
Other Western Hemisphere	22·1 (+ 8)	23·6 (+16)	22·4 (+ 1)
Jamaica	6·1 (— 3)	5·8 (+ 6)	5·6 (— 1)
Trinidad	6·4 (+ 6)	6·3 (+14)	5·4 (—19)
Australasia & Pacific	106·5 (+ 9)	101·5 (+ 0)	82·1 (—17)
Australia	71·3 (+ 8)	67·3 (— 6)	51·9 (—21)
Seasonally adjusted	*72*	*65*	*53*
New Zealand	33·3 (+13)	32·3 (+16)	28·7 (— 6)
Seasonally adjusted	*33*	*33*	*29*
Commonwealth Asia	82·1 (+ 1)	84·0 (— 6)	80·2 (—10)
India	25·8 (—15)	24·9 (—19)	25·8 (—19)
Seasonally adjusted	*27*	*24*	*25*
Pakistan	11·7 (+ 7)	13·4 (— 3)	13·1 (— 1)
Ceylon	4·7 (+10)	6·1 (+20)	5·8 (+30)
Malaysia (1)	23·4 (+14)	12·9 (+7)	11·8 (—11)
Singapore (1)		10·5	9·3
Hong Kong	16·1 (+ 9)	15·5 (—11)	14·0 (— 9)
Commonwealth West Africa	34·8 (+14)	28·9 (— 4)	21·3 (—19)
Sierra Leone	2·4 (—18)	2·4 (—15)	2·2 (—12)
Ghana	14·1 (+45)	7·7 (— 1)	4·2 (—13)
Nigeria	17·8 (+ 1)	18·1 (— 3)	14·4 (—22)
Other Commonwealth Africa	27·8 (+14)	22·8 (+27)	24·0 (+13)
Zambia (2)	4·1	5·6 (+79)	7·1 (+82)
Malawi (2)	1·0 (+25)	1·3(+101)	1·7 (+110)
Rhodesia (2)	7·9		
Tanzania	2·8 (+22)	3·6 (+43)	3·3 (+17)
Kenya	8·3 (+ 2)	8·4 (+ 1)	8·6 (— 7)
Mauritius	1·4 (—22)	1·4 (—11)	1·0 (—47)
Commonwealth Middle East	7·2 (+ 3)	7·9 (+ 7)	7·0 (—18)
Aden	3·5 (+ 9)	3·8 (+ 9)	3·2 (— 7)
Bahrain	1·9 (— 3)	2·0 (+ 0)	1·7 (—44)
Non-Commonwealth Middle East	13·9 (+21)	14·8 (+41)	18·5 (+47)
Libya	5·9 (+36)	6·9 (+55)	6·9 (+30)
Jordan	2·3 (— 0)	2·0 (+27)	2·4 (+15)
Kuwait	5·0 (+13)	5·2 (+23)	8·4 (+74)
Other Sterling Area	113·1 (+ 6)	106·2 (— 3)	96·1 (—19)
Irish Republic	42·7 (+ 4)	44·6 (+ 6)	41·6 (—14)
Seasonally adjusted	*44*	*43*	*41*
Iceland	1·8 (+38)	1·6 (+33)	2·1 (+ 6)
Republic of South Africa	66·5 (+10)	58·3 (— 8)	50·0 (—23)
Seasonally adjusted	*69*	*55*	*50*
South West Africa	0·4 (—33)	0·3 (—63)	0·3 (—27)
Burma	1·6 (—44)	1·4 (—33)	2·0 (—23)
Total Sterling	416·1 (+ 8)	398·3 (+ 1)	358·7 (—11)
Seasonally adjusted	*417*	*391*	*364*

(1) Separate figures not available for 1964/5.
(2) Separate figures not available prior to 1965.
Trade to Rhodesia has been included with Africa Other Non-Sterling as from January 1966.
Percentage changes have been calculated on comparable figures.

Area in January to May were 5 per cent lower than the average for the year 1965. The biggest falls occurred in exports to Australia and South Africa – which fell by 9 per cent and 18 per cent respectively – where measures had been taken to damp down the expansion of the economies from the very rapid rates of recent years. Exports to India fell off sharply in the latter part of 1965, and in January to May were 12 per cent lower than the average for the year 1965. Exports to Pakistan were a little lower in total in spite of large deliveries of aircraft this year. Among the remaining countries as a whole, after allowing for Rhodesia (which from the beginning of this year is excluded from

the statistics for this area) exports in January to May were at a rate rather above the average for the year 1965. Higher exports of aircraft helped to boost exports to Kuwait and Zambia this year, but other exports to Zambia and exports to Libya increased particularly strongly; those to Nigeria declined sharply.

Table 2, *continued*

United Kingdom exports: Non-Sterling Area
£ million f.o.b. quarters or quarterly averages
(percentage change on a year earlier)

	2nd quarter 1965	1st quarter 1966	2nd quarter 1966
Non-Sterling Area:			
North America	192·3 (+26)	194·9 (+40)	207·1 (+17)
Seasonally adjusted	*190*	*210*	*194*
Canada	54·5 (+18)	53·0 (+30)	54·4 (+ 7)
Seasonally adjusted	*54*	*60*	*48*
United States & Deps.	137·9 (+30)	142·0 (+45)	152·7 (+21)
Seasonally adjusted	*134*	*149*	*150*
Western Europe	428·4 (+ 8)	501·8 (+19)	467·0 (+ 2)
Seasonally adjusted	*439*	*485*	*456*
EFTA including Finland	162·1 (+ 8)	196·7 (+19)	183·3 (+ 3)
Seasonally adjusted	*167*	*189*	*178*
Finland	17·4 (+10)	18·6 (+17)	20·2 (— 5)
Sweden	53·5 (+10)	65·7 (+22)	59·3 (+ 2)
Seasonally adjusted	*56*	*63*	*57*
Norway	20·8 (+ 7)	27·8 (+27)	24·3 (+ 7)
Denmark & Greenland	29·3 (+ 2)	34·7 (+ 3)	33·4 (+ 4)
Switzerland & Liechtenstein	22·3 (+ 5)	27·4 (+28)	25·2 (+ 8)
Portugal, Azores & Madeira	9·9 (+15)	13·0 (+26)	10·5 (— 0)
Austria	9·0 (+20)	9·4 (+27)	10·4 (+14)
EEC	224·5 (+ 7)	256·4 (+17)	231·2 (— 2)
Seasonally adjusted	*229*	*248*	*229*
Western Germany	65·4 (+19)	69·5 (+20)	60·6 (— 8)
Seasonally adjusted	*66*	*66*	*61*
Netherlands	47·9 (+ 3)	53·7 (+14)	48·2 (— 3)
Seasonally adjusted	*49*	*51*	*48*
Belgium & Luxembourg	41·8 (+ 7)	50·7 (+20)	42·4 (— 5)
Seasonally adjusted	*43*	*49*	*43*
France	42·8 (— 1)	51·6 (+15)	50·1 (+ 7)
Seasonally adjusted	*45*	*49*	*47*
Italy	26·7 (— 1)	30·9 (+18)	29·8 (+ 1)
Seasonally adjusted	*28*	*30*	*29*
Other Western Europe:			
Spain, Canary Islands and Spanish Ports in North Africa	24·1 (+33)	29·1 (+42)	28·3 (+ 7)
Other	17·6 (+ 6)	19·6 (+17)	24·3 (+37)
Soviet Union and Eastern Europe	30·0 (+34)	34·1 (+38)	34·5 (+27)
Seasonally adjusted	*30*	*32*	*35*
Soviet Union	12·1 (+46)	12·8 (+37)	14·2 (+19)
Other	17·8 (+27)	21·3 (+39)	20·3 (+32)
Latin America	38·4 (— 1)	37·5 (—16)	34·0 (— 8)
Seasonally adjusted	*39*	*36*	*35*
Venezuela	6·3 (+10)	5·9 (— 7)	5·4 (— 5)
Argentine Republic	6·4 (—18)	5·3 (—30)	4·5 (—30)
Other	25·7 (+ 1)	26·3 (—15)	24·1 (— 3)
Other Non-Sterling	93·1 (+ 7)	100·1 (+ 1)	97·1 (— 5)
Seasonally adjusted	*96*	*96*	*100*
Middle East	47·3 (+11)	51·7 (+18)	49·2 (+ 4)
Israel	13·5 (+ 4)	15·3 (+27)	12·2 (—12)
Africa	7·3 (—32)	8·7 (—57)	6·8 (—58)
Asia	31·8 (+11)	33·0 (+14)	34·9 (+12)
Japan	12·8 (— 7)	13·6 (+10)	15·1 (+20)
Seasonally adjusted	*13*	*13*	*14*
Extra European Possessions of European Countries	6·7 (+30)	6·7 (+ 6)	6·1 (—13)
Total Non-Sterling	782·2 (+12)	868·4 (+19)	839·6 (+ 5)
Seasonally adjusted	*794*	*852*	*820*

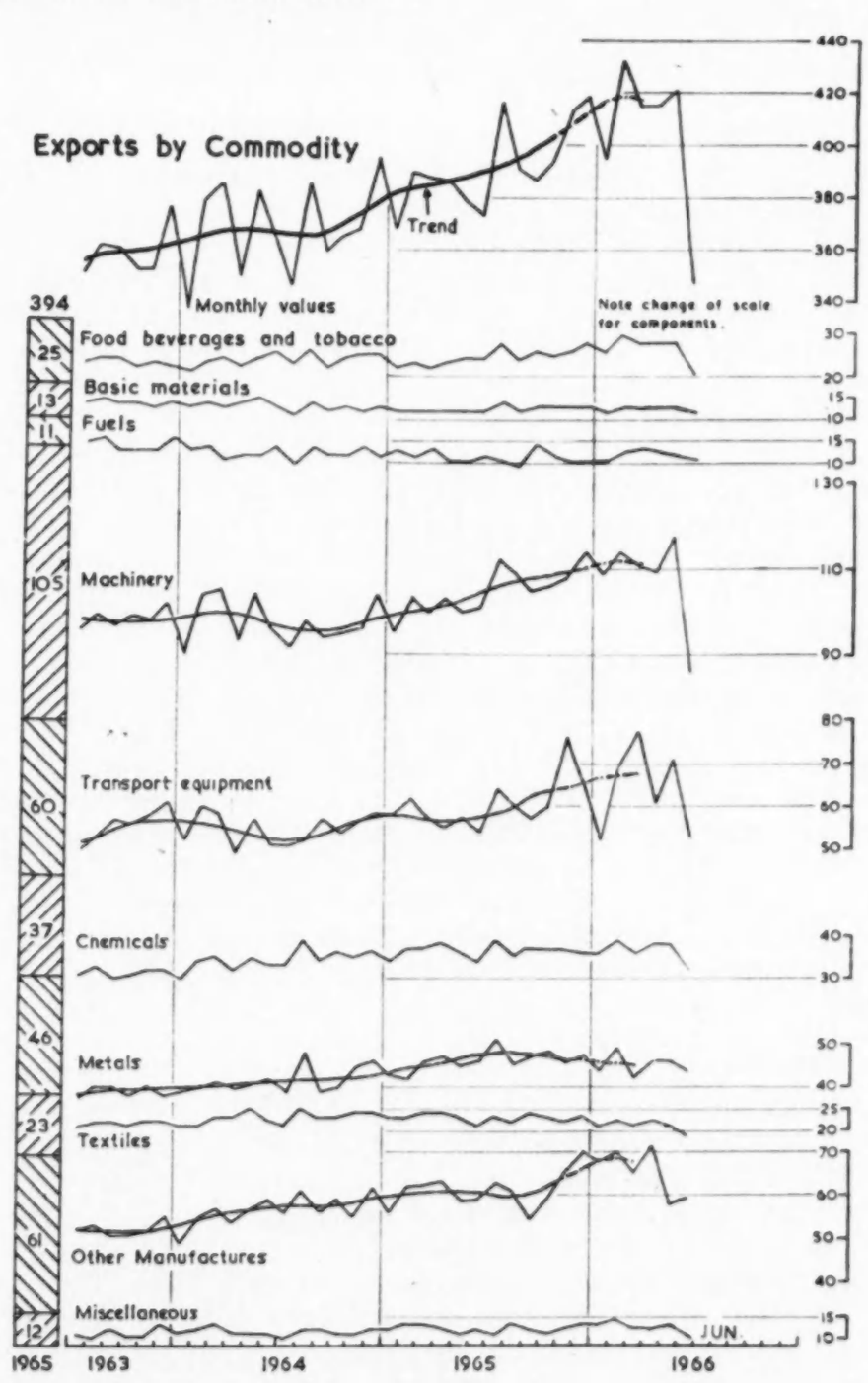
Rest of World

Among the remaining areas of the world exports to **Latin America** in January to May were at a rate 7 per cent lower than during the year 1965. Exports to the **Soviet Union and Eastern Europe** started a re-expansion in 1965 after falling sharply in the preceding year, and in January to May the rate of shipments was over 20 per cent above the average in 1965. Exports to the rest of the world also showed strong growth, and in the

Table A: United Kingdom exports: areas (1)
Seasonally adjusted £ million f.o.b. monthly averages or calendar months

	1965					1966			
	Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	1st qtr.	2nd qtr.	June	Jan-May
Sterling area	137	136	133	138	140	130	121	103	131
Australia	23	24	22	24	24	22	18	12	21
New Zealand	10	10	10	11	11	11	10	8	11
India	10	10	10	10	8	8	8	8	8
Republic of South Africa	22	20	21	20	26	18	17	17	18
Irish Republic	15	14	15	15	14	14	14	10	15
Western Europe	145	143	143	145	148	162	152	134	161
EEC	75	74	75	75	78	83	76	68	82
EFTA	56	56	55	55	56	63	59	52	63
Other	14	12	13	14	15	16	16	14	16
North America	58	52	53	61	66	70	65	61	69
USA and Dependencies	42	36	40	43	47	50	50	48	50
Canada	17	16	14	17	19	20	16	13	19
Latin America	13	15	12	13	13	12	12	10	12
Soviet Union and Eastern Europe	9	8	9	10	10	11	12	10	11
Rest of World	31	31	30	32	33	32	33	28	33
Total	394	383	381	399	410	414	394	345	416

(1) From January 1966, Rhodesia has been excluded from the Sterling Area figures and included with the 'Rest of the World.'



first five months of this year (seasonally adjusted) were 6 per cent above the average for 1965. High exports to Iraq were largely attributable to aircraft deliveries; there was continued fast growth in exports to China, and a recovery in exports to Japan, but exports to non-sterling Africa continued to decline.

COMMODITY PATTERN OF EXPORTS

The commodity group mainly contributing to the increase of £22 million a month in exports in January to May, as compared with the rate in the year 1965 was machinery, higher by some £7 million, or 7 per cent, a month (seasonally adjusted). Aircraft deliveries were higher by £4 million a month, some two-thirds above the 1965 average, the main increase being in exports to the United States, though a number of other countries also showed big increases. Food, drink and tobacco exports were higher by £3 million or 13 per cent a month; in the first five months of this year there were big exports of barley to Western Europe, and continued fast growth in exports of whisky. Although varying erratically from month to month, exports of precious stones were much higher on average in the first five months of this year than in the year 1965, contributing some £2 million a month to the total increase in exports.

Most other categories of exports in the first five months of this year were running above their 1965 rates. The main exceptions were textiles, where the monthly average declined by 7 per cent, and metals, which as a group were on average some 2 per cent lower than their 1965 rate. This fall in exports of the metals group was wholly accounted for by iron and steel; exports of non-ferrous metals were running in recent months well above the average for 1965, the increase being accounted for by higher prices (particularly for copper) rather than by the volume of exports.

Table B: United Kingdom Exports: Commodity Classes
Seasonally adjusted £ million f.o.b. monthly averages of calendar months

	1965					1966			
	Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	1st qtr.	2nd qtr.	June	Jan.-May
Food, beverages and tobacco	25	23	24	26	26	28	26	21	28
Basic materials	13	12	12	13	13	13	13	12	13
Fuels	11	12	11	11	11	12	11	10	12
Manufactures	333	322	323	337	347	348	332	294	349
Non-electric machinery	78	72	74	82	83	83	81	70	84
Electric machinery	28	28	28	28	28	28	26	22	28
Road motor vehicles	47	46	46	47	49	47	46	38	48
Other transport equipment	13	14	10	12	19	20	16	15	19
Chemicals	37	36	36	37	37	37	37	33	38
Metals and misc. metal mfrs.	46	44	46	48	47	45	44	39	46
Textiles	23	23	23	23	23	21	21	19	21
Other	61	60	60	59	64	68	62	57	66
Clothing and footwear	5	5	5	5	6	5	5	5	6
Instruments	8	8	8	9	9	9	9	8	9
Miscellaneous	12	13	12	13	12	13	12	10	13
Total	394	383	381	399	410	414	394	345	416

Table 3

United Kingdom exports: Machinery and transport equipment
£ million f.o.b. quarters or quarterly averages
(*percentage change on a year earlier*)

	2nd half 1965	1st quarter 1966	2nd quarter 1966
Machinery other than electric	236·6 (+18)	262·3 (+20)	250·7 (+ 5)
Seasonally adjusted	*246*	*249*	*242*
Aircraft engines	13·6 (+46)	15·9 (+15)	20·4 (+45)
Internal combustion engines other than aircraft	26·6 (+26)	27·9 (+14)	25·5 (—10)
Other power generating equipment	7·7 (—17)	7·8 (+ 7)	5·6 (—13)
Tractors	28·6 (+29)	29·2 (+72)	28·2 (+ 6)
Other agricultural machinery	6·2 (+ 2)	8·6 (+16)	8·9 (— 2)
Office machines	11·8 (+21)	18·8 (+68)	16·2 (+66)
Metal working machinery	15·8 (+ 6)	14·4 (— 5)	13·2 (—20)
Textile leather machinery	21·6 (+14)	26·0 (+19)	23·7 (+ 9)
Machines for special industries	31·0 (+11)	31·5 (+ 6)	29·3 (—11)
Heating and cooling equipment	9·0 (+20)	9·1 (+19)	10·5 (+19)
Pumps, centrifuges, etc.	12·4 (+13)	13·8 (+13)	11·6 (—12)
Mechanical handling equipment	10·1 (+ 4)	11·6 (— 1)	10·4 (+ 2)
Other machinery	42·3 (+25)	47·8 (+23)	47·3 (+14)
Electrical machinery	80·9 (+ 6)	86·9 (+ 6)	79·4 (— 9)
Seasonally adjusted	*83*	*84*	*79*
Electric power machinery	12·7 (+26)	13·9 (+14)	11·4 (— 6)
Switchgear	9·1 (+25)	9·1 (— 1)	8·2 (—15)
Electric distribution equipment	8·3 (— 8)	8·8 (+11)	8·4 (—10)
Televisions, radios	1·8 (— 8)	2·1 (+ 8)	1·7 (—15)
Other telecommunication equipment	16·9 (— 1)	19·5 (+ 8)	18·3 (—10)
Domestic electric equipment	7·7 (—15)	7·2 (—15)	5·9 (—29)
Other electrical machinery	24·3 (+10)	26·4 (+ 8)	25·5 (+ 1)
Transport equipment	182·7 (+19)	204·9 (+17)	199·9 (+ 9)
Road motor vehicles	138·5 (+ 9)	146·5 (+ 6)	145·8 (— 4)
Seasonally adjusted	*145*	*140*	*137*
Cars and chassis	60·0 (+ 1)	60·4 (— 3)	64·8 (— 6)
Commercial vehicles and chassis	32·8 (+11)	35·1 (+11)	32·2 (— 6)
Aircraft and parts	24·0(+158)	29·2 (+91)	36·9(+109)
Ships and boats	9·5 (+38)	17·8 (+61)	7·3 (+77)
Machinery and transport equipment	500·3 (+16)	554·1 (+17)	530·0 (+ 4)
Seasonally adjusted	*518*	*532*	*506*

Report on Overseas Trade

Prepared by the Statistics Division of the Board of Trade

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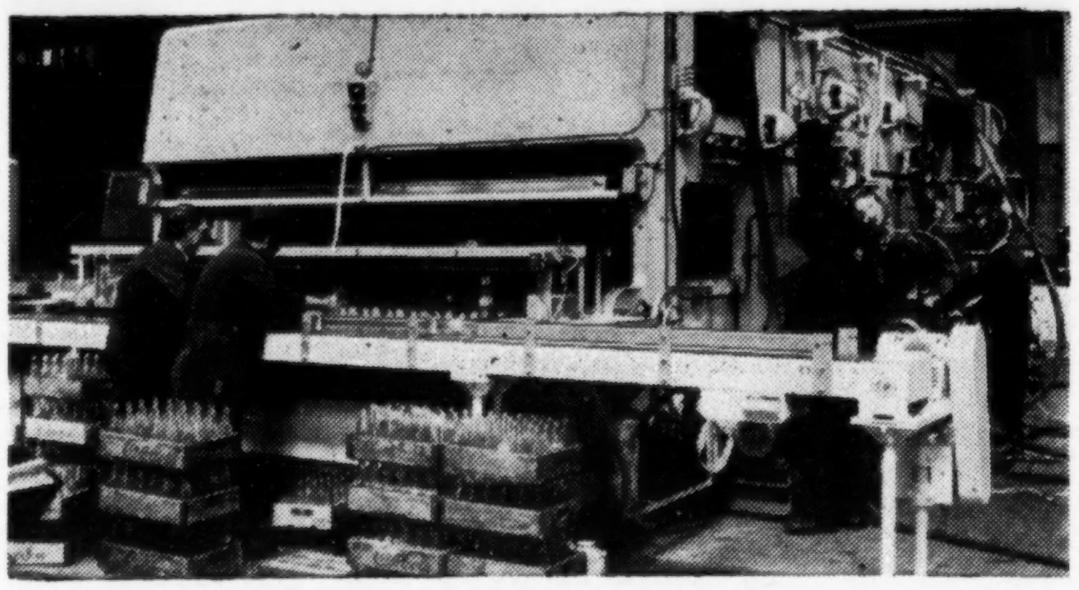
Table 4

United Kingdom exports: Other manufactures
£ million f.o.b. quarters or quarterly averages
(percentage change on a year earlier)

	2nd half 1965	1st quarter 1966	2nd quarter 1966
Chemicals	109·1 (+ 5)	114·9 (+ 7)	112·3 (— 1)
Seasonally adjusted	*111*	*112*	*112*
Chemical elements and compounds	25·6 (+ 1)	26·9 (— 1)	26·8 (— 5)
Dyeing, tanning and colouring materials	13·9 (+ 2)	13·4 (+ 3)	13·8 (+ 0)
Medicinal and pharmaceutical products	16·9 (+13)	18·1 (+13)	17·3 (+ 1)
Essential oils, toilet, polishing and cleaning preparations	10·0 (+ 9)	9·0 (+ 9)	9·8 (+ 7)
Fertilizers	1·8 (+ 6)	2·3 (—14)	1·3 (—32)
Plastic materials	20·4 (+ 6)	22·4 (+13)	22·0 (+ 9)
Manufactured goods classified chiefly by material	302·6 (+ 6)	313·2 (+ 8)	290·8 (— 8)
Seasonally adjusted	*306*	*306*	*289*
Leather, leather manufactures, etc.	7·7 (+ 8)	8·3 (+15)	8·5 (+ 9)
Rubber manufactures	11·6 (— 1)	12·0 (+ 4)	11·7 (— 5)
Wood and cork manufactures, etc.	1·4 (+ 6)	1·2 (—13)	1·1 (—27)
Paper	12·8 (+ 7)	13·4 (+ 7)	12·4 (— 0)
Textile manufactures	67·9 (— 1)	66·1 (— 4)	61·3 (—12)
Seasonally adjusted	*69*	*63*	*62*
Wool yarns and woven fabrics	22·5 (+ 2)	21·4 (+ 1)	20·2 (— 9)
Cotton yarns and woven fabrics	10·2 (— 9)	9·3 (—14)	8·3 (—23)
Man-made fibre yarns and woven fabrics	13·6 (— 7)	14·0 (—12)	13·0 (—13)
Miscellaneous textile manufactures	21·6 (+ 6)	21·4 (+ 4)	19·8 (—10)
Non-metallic mineral manufactures, n.e.s.	60·2 (— 0)	76·9 (+27)	61·3 (— 4)
Pottery and glass	11·0 (+ 5)	10·6 (+ 6)	10·6 (+ 1)
Precious stones	40·0 (— 4)	57·1 (+36)	42·1 (— 5)
Iron and steel	58·8 (+ 8)	52·2 (— 4)	53·4 (—14)
Non-ferrous metals	43·3 (+28)	44·4 (+23)	44·2 (— 2)
Miscellaneous metal manufactures	38·9 (+ 9)	38·7 (+ 4)	36·9 (—10)
Miscellaneous manufactured articles	94·8 (+15)	91·2 (+14)	87·2 (— 1)
Seasonally adjusted	*92*	*94*	*90*
Clothing and footwear	18·8 (+13)	15·6 (+12)	13·4 (+ 1)
Seasonally adjusted	*17*	*16*	*16*
Scientific instruments	25·5 (+19)	28·6 (+26)	27·8 (+ 5)
Seasonally adjusted	*26*	*28*	*27*
Printed matter	13·4 (+10)	12·2 (+ 7)	11·9 (— 4)



This £30,000, 500 bottles a minute continuous automatic soaker hydro bottlewasher ordered from Dawson Bros. Ltd., of Gomersal, for Coca Cola in Sweden was delivered early, thanks to the seamen's strike. Faced with shipping delays, management and unions got together to work extra shifts to prepare the plant in time to ship it in a Swedish vessel sailing from the Humber.

Table 5

Other exports
£ million f.o.b. quarters or quarterly averages
(percentage change on a year earlier)

	2nd half 1965	1st quarter 1966	2nd quarter 1966
Food and live animals	40·1 (+ 1)	46·9 (+32)	40·2 (+ 3)
Seasonally adjusted	*39*	*45*	*43*
Live animals	8·8 (+10)	7·6 (+ 8)	6·0 (—51)
Cereals and cereal preparations	6·1 (+27)	11·4 (+121)	10·1 (+121)
Sugar and sugar preparations	5·7 (—46)	5·2 (—25)	4·9 (—12)
Beverages and tobacco	41·6 (+18)	32·6 (+24)	36·0 (+ 7)
Seasonally adjusted	*39*	*38*	*35*
Whisky	32·2 (+20)	24·1 (+30)	26·8 (+ 9)
Tobacco and tobacco manufactures	5·2 (+17)	5·3 (+13)	5·0 (+ 3)
Crude materials and animal and vegetable oils and fats	37·7 (+ 7)	40·0 (+ 6)	39·6 (+ 4)
Seasonally adjusted	*39*	*36*	*38*
Wool tops	7·1 (—10)	7·5 (— 3)	7·4 (+ 4)
Other textile fibres	14·4 (+ 9)	15·5 (+10)	15·1 (+ 9)
Mineral fuels, lubricants and related materials	32·6 (— 3)	37·9 (+ 2)	29·9 (— 4)
Seasonally adjusted	*33*	*36*	*32*
Coal, coke and briquettes	6·4 (—21)	6·3 (—13)	4·0 (—27)
Petroleum products	24·0 (+ 4)	29·3 (+ 8)	23·7 (+ 4)

COMMODITY PATTERN OF IMPORTS

Food, beverages and tobacco

The decline in this sector of imports was about 2 per cent (about £3 million a month) in the first five months of 1966, as compared with the average in the second half of 1965. Food imports were 3 per cent (£4 million a month) lower, and imports of beverages were 16 per cent less (about £1 million a month), but tobacco imports increased by nearly a quarter (£2 million a month). The fall in food imports was mainly confined to cereals and feeding stuffs for animals, which continued to decline, and to some other miscellaneous food imports, including sugar. Imports of most other groups of foodstuffs tended to rise. Meat imports, with high arrivals in May, were about 2 per cent up after little change in the second half of last year. There was renewed growth, too, in imports of fruit and vegetables. Imports of dairy produce and eggs, which early in the year fell from the high rates in the last quarter of 1965, were slightly higher than the average for the second half of 1965, although still much lower than the average for last year as a whole.

Industrial materials

Imports of industrial materials, which include basic materials and semi-manufactures, had slowed down considerably in 1965 after previous strong growth, and there was little movement in the latter half of last year. The volume of these imports rose again in the first five months of this year, and the value was further increased by higher commodity prices. The increase, amounting to some £8 million a month, or nearly 4 per cent, as compared with the second half of last year, was entirely in imports of semi-manufactures other than chemicals; imports of basic materials continued to decline. Within the group of semi-manufactures higher prices of non-ferrous metals, especially copper, and a rise in imports of precious stones contributed to the general increase. Imports of chemicals in the first five months of this year were running at about the same rate as in the second half of 1965, though 6 per cent higher than the rate for the year 1965. The fall in imports of basic materials was about 2 per cent, much of it occurring in the most recent months. Within this group the decline in imports of timber continued, and there were some falls in other raw materials, but wool imports rose to the early 1965 level.

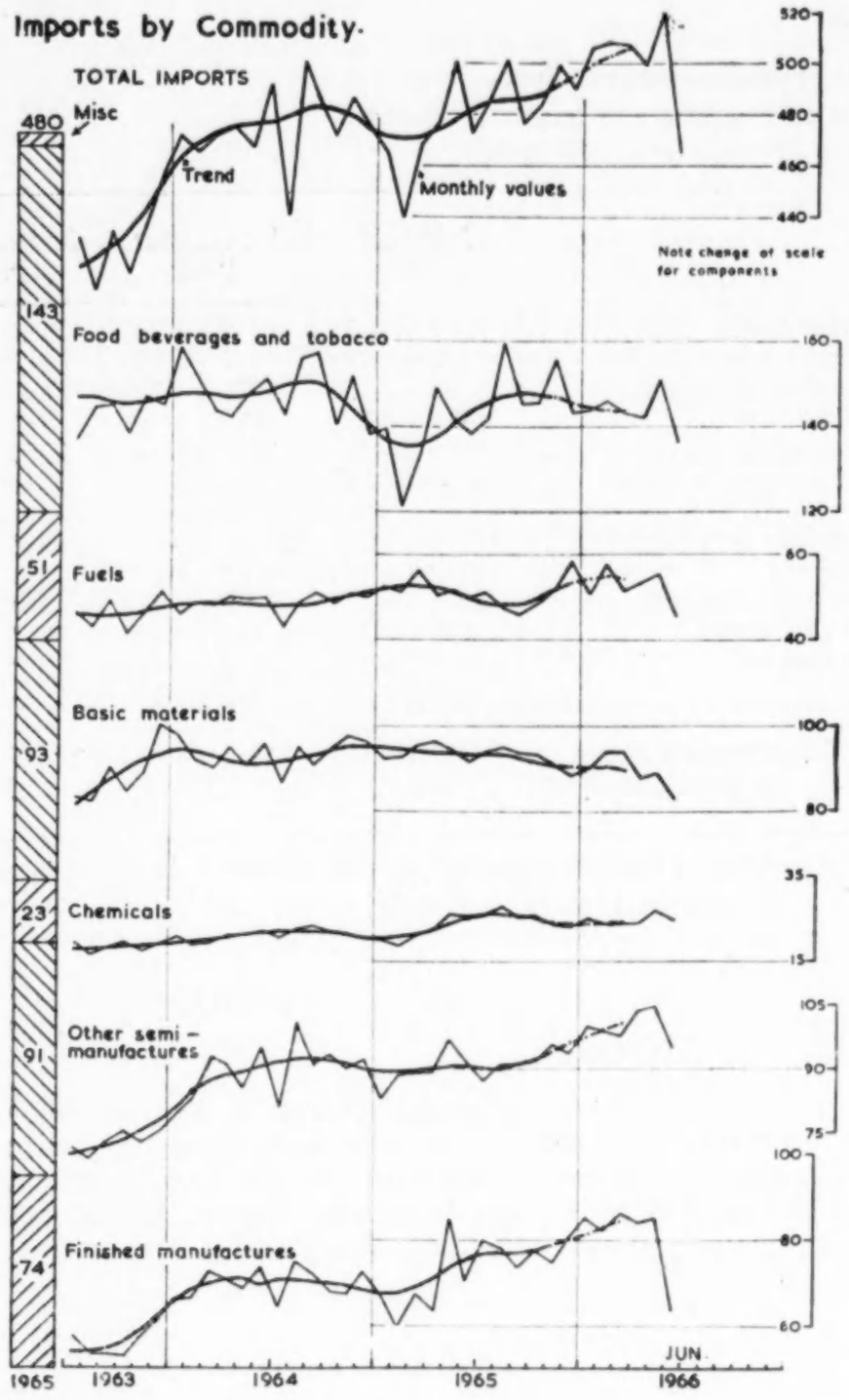


Table C. Imports: Commodity classes
Seasonally adjusted £ million c.i.f. monthly averages or calendar months

	Food, beverages and tobacco	Fuels	Industrial Materials				Finished manufactures	Miscellaneous	Total
			Total	Basic Materials	Chemicals	Other semi-manufactures			
1965 Year	143	51	207	93	24	91	74	6	480
1st quarter	132	53	200	93	19	87	65	7	458
2nd quarter	144	51	211	94	25	92	73	6	485
3rd quarter	149	48	210	94	26	90	77	6	489
4th quarter	148	52	208	91	24	94	78	6	490
1966 1st quarter	145	54	216	92	24	99	84	8	507
2nd quarter	143	52	213	86	26	102	82	6	495
June	136	46	204	83	25	95	74	6	466
Jan.-May	145	54	217	90	25	101	85	7	508

Table 6

Imports: Food, beverages and tobacco
£ million c.i.f. quarters or quarterly averages
(*percentage change on a year earlier*)

	2nd half 1965	1st quarter 1966	2nd quarter 1966
Food and live animals	391·3 (+ 1)	410·7 (+ 5)	398·3 (— 0)
Seasonally adjusted	*408*	*390*	*394*
Live animals	12·9 (— 7)	11·9 (—13)	8·9 (+ 6)
Meat and meat preparations	90·6 (— 6)	95·8 (+ 4)	95·0 (+ 0)
Seasonally adjusted	*92*	*92*	*96*
Beef and veal	22·6 (—13)	16·3 (+ 4)	18·5 (— 2)
Th. tons	81 (—20)	62 (+ 6)	64 (— 9)
Mutton and lamb	11·5 (—21)	26·4 (— 5)	17·2 (—30)
Th. tons	54 (—19)	122 (+ 1)	80 (—32)
Bacon	28·3 (— 3)	28·1 (+ 9)	32·8 (+25)
Th. tons	101 (— 1)	97 (+ 1)	102 (+ 3)
Dairy products and eggs	48·5 (—11)	53·8 (—13)	46·3 (— 6)
Seasonally adjusted	*49*	*44*	*49*
Butter	34·3 (—14)	39·0 (—13)	34·0 (+ 1)
Th. tons	106 (—10)	125 (— 2)	110 (+11)
Fish and fish preparations	19·0 (+12)	16·1 (+ 3)	12·4 (—11)
Raw sugars	24·6 (+22)	21·3 (+ 7)	26·7 (+ 9)
Th. tons	552 (+12)	486 (+15)	597 (+ 5)
Cocoa beans	1·6 (+87)	6·1 (+111)	4·8 (—21)
Th. tons	13 (+179)	52 (+217)	34 (—11)
Tea and mate	29·2 (— 7)	27·6 (— 4)	20·0 (— 3)
Th. tons	66 (+ 0)	66 (— 3)	48 (— 5)
Cereals and feeding stuff for animals	79·3 (+15)	76·9 (+ 6)	70·1 (— 8)
Seasonally adjusted	*81*	*76*	*69*
Fruit and vegetables	67·1 (+ 5)	81·0 (+19)	93·9 (+ 8)
Seasonally adjusted	*77*	*82*	*75*
Beverages and tobacco	45·3 (— 4)	28·9 (+59)	25·9 (— 9)
Seasonally adjusted	*37*	*44*	*34*
Beverages	16·3 (+ 2)	10·0 (+22)	13·4 (+13)
Tobacco and tobacco manufactures	29·0 (— 7)	18·9 (+88)	12·5 (—24)
Seasonally adjusted	*23*	*33*	*20*

Mineral fuels and lubricants

Imports of fuel were rising again this year and were nearly 8 per cent more (£4 million a month) than the rate in the relatively low second half of 1965 when some easing back in both the volume and average prices of fuel imports had occurred. In comparison with the average rate for the whole of last year, the value of these imports increased by 5 per cent and the volume by 9 per cent.

Finished manufactures

After a pause towards the end of 1965 imports of finished manufactures increased sharply at the beginning of this year, and over the first five months were some 9 per cent (or £7 million a month) on average more than in the second half of 1965. Most of the increase was in imports of capital goods, mainly in machinery, imports of which were nearly 15 per cent (£6 million a month) higher. Imports of road motor vehicles, a relatively small category of imports, were significantly higher, but imports of other trans-

Table D: Imports: Areas (1)

Seasonally adjusted £ million c.i.f. monthly averages or calendar months

	Sterling Area				Western Europe			North America			Latin America	Soviet Union and Eastern Europe	Rest of World	Total
	Total	Australia	New Zealand	India	Total	EEC	EFTA	Total	USA and Deps.	Canada				
1965 Year	151	18	17	11	158	83	65	94	56	38	24	18	35	480
1st quarter	147	18	18	11	154	78	67	85	45	40	24	16	33	458
2nd quarter	153	19	19	10	157	82	66	103	65	39	24	19	32	485
3rd quarter	152	18	14	12	160	86	64	97	61	37	22	19	36	489
4th quarter	152	19	18	11	160	87	64	91	54	37	26	18	39	490
1966 1st quarter	149	18	17	10	178	95	71	105	64	40	23	17	37	507
2nd quarter	149	17	15	10	176	93	73	95	63	32	23	21	35	495
June	142	20	13	10	164	85	70	83	60	25	25	19	32	466
Jan.-May	151	17	17	10	179	96	72	103	64	38	23	19	37	508

(1) From January 1966, Rhodesia has been excluded from the Sterling area figures and included with the 'Rest of the World.'

port equipment, a group which includes large value items such as ships and aircraft, and is therefore erratic, were lower. Imports of miscellaneous manufactures, a category which consists mainly of consumer goods, continued to rise, and in the first five months of this year were on average nearly 6 per cent (£1½ million a month) more than the average for the second half of last year. Imports of instruments, a group containing some consumer goods as well as capital items, rose some £½ million a month, and imports of clothing and footwear continued to rise, although they had not reached the peak 1964 levels.

Table 7

Imports: Materials and fuels

£ million c.i.f. quarters or quarterly averages
(*percentage change on a year earlier*)

	2nd half 1965	1st quarter 1966	2nd quarter 1966
Crude materials	261·7 (— 2)	254·6 (— 2)	242·5 (— 8)
Seasonally adjusted	*260*	*256*	*246*
Oil seeds, oil nuts and oil kernels	13·1 (+ 6)	12·0 (+ 8)	11·2 (— 6)
Seasonally adjusted	*13*	*12*	*11*
Wood, lumber and cork	62·2 (— 6)	29·0 (—33)	42·9 (—19)
Seasonally adjusted	*51*	*43*	*46*
Sawn softwood	48·3 (— 6)	19·4 (—38)	32·8 (—19)
Th. standards	540 (—12)	217 (—41)	366 (—19)
Woodpulp	32·6 (— 6)	33·9 (— 9)	33·8 (— 9)
Th. tons	695 (— 7)	733 (— 9)	746 (— 4)
Wool and other animal hair and tops	27·7 (— 6)	39·8 (+ 3)	35·7 (— 5)
Seasonally adjusted	*33*	*34*	*33*
Raw wool	23·3 (—11)	36·6 (+ 5)	32·1 (— 6)
Th. tons	51 (+ 6)	78 (+10)	66 (—13)
Raw cotton	10·1 (— 7)	13·8 (— 0)	12·7 (— 9)
Th. tons	44 (— 2)	61 (+ 7)	56 (— 5)
Metalliferous ores and scraps	52·5 (+ 6)	48·1 (+ 6)	45·5 (—12)
Iron ore	22·4 (+ 3)	16·7 (—10)	17·2 (—18)
Th. tons	4·922 (+ 2)	3·845 (—12)	3·931 (—16)
Hides and skins	13·3 (+ 5)	22·4 (+30)	14·8 (+23)
Crude rubber	11·6 (—10)	12·3 (— 6)	11·5 (+ 3)
Animal and vegetable oils and fats	16·0 (+18)	16·8 (+ 1)	15·4 (— 3)
Seasonally adjusted	*17*	*21*	*13*
Chemicals	73·6 (+16)	78·7 (+26)	77·3 (+ 5)
Seasonally adjusted	*75*	*73*	*77*
Manufactured goods classified chiefly by material	272·9 (+ 1)	304·1 (+15)	307·1 (+10)
Seasonally adjusted	*275*	*297*	*305*
Wood manufactures	17·2 (+ 2)	16·9 (— 6)	18·6 (+ 8)
Newsprint paper and board	31·4 (— 5)	33·6 (+20)	35·3 (+10)
Cotton yarns and fabrics	14·2 (—17)	17·7 (+30)	13·5 (— 6)
Other textile manufactures	24·3 (— 8)	30·2 (+24)	25·9 (+17)
Iron and steel	19·9 (— 7)	23·5 (+27)	21·0 (+ 7)
Th. tons	315 (—20)	399 (+37)	362 (+30)
Non-ferrous metals	91·7 (+ 1)	108·1 (+21)	104·7 (+11)
Copper	45·1 (+30)	55·2 (+27)	55·1 (+24)
Th. tons	145 (+12)	142 (— 3)	127 (—15)
Aluminium	16·8 (— 9)	19·2 (+11)	19·0 (— 2)
Total industrial materials (1)	624·2 (+ 1)	654·2 (+ 9)	642·3 (+ 2)
Seasonally adjusted	*627*	*647*	*640*
Mineral fuels, lubricants and related materials	148·2 (+ 4)	164·4 (— 0)	156·1 (+ 0)
Crude petroleum	104·7 (+ 2)	109·0 (— 2)	111·5 (+ 0)
Th. tons	16·322 (+ 9)	17·119 (+ 4)	18·300 (+ 8)
Petroleum products	39·2 (+ 1)	49·1 (— 2)	39·7 (+ 1)
Th. tons	4·622 (+ 8)	6·029 (— 1)	4·625 (+ 4)

(1) Crude materials, animal and vegetable oil and fats, chemicals and manufactured goods classified chiefly by materials.

Table 8

Imports: Finished manufactures

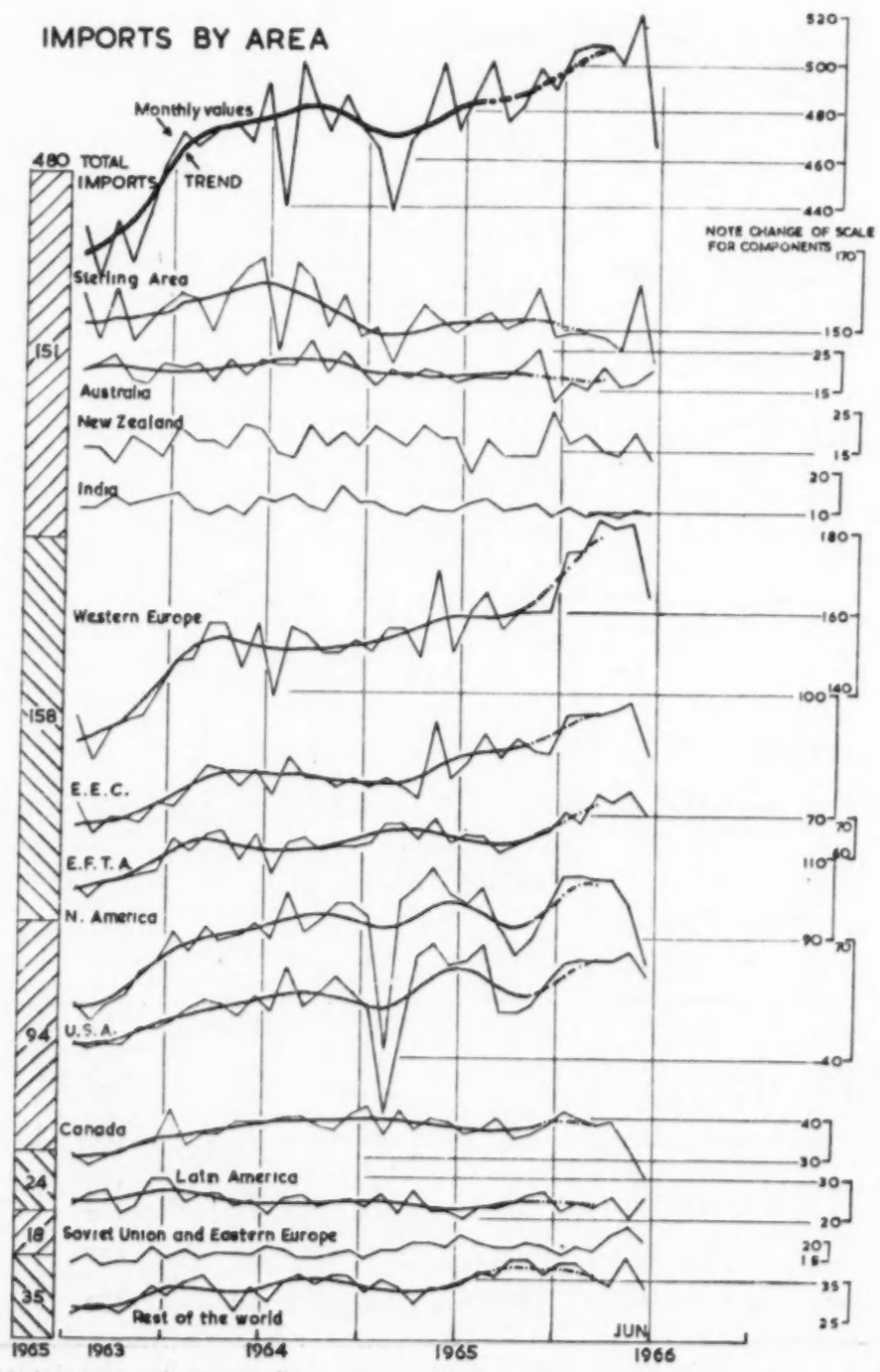
£ million c.i.f. quarters or quarterly averages
(*percentage change on a year earlier*)

	2nd half 1965	1st quarter 1966	2nd quarter 1966
Consumer goods (1)	60·9 (— 7)	69·6 (+20)	71·3 (+13)
Cars and motor cycles	6·4 (—18·	8·7 (+29)	10·2 (+18)
Other durable goods	17·3 (— 5)	17·4 (+23)	18·6 (+ 2)
Works of art	5·9 (+27)	6·3 (+ 9)	7·1 (+24)
Clothing and footwear	18·0 (—19)	24·2 (+14)	22·0 (+22)
Other consumer goods	13·4 (+ 8)	12·9 (+29)	13·5 (+ 7)
Other mainly capital goods	167·5 (+21)	189·9 (+36)	183·2 (+11)
Machinery	117·2 (+14)	140·5 (+37)	135·3 (+15)
Aircraft and aircraft engines	13·5 (+27)	13·8 (+56)	11·9 (+ 3)
Ships and boats	8·5 (+355)	4·5 (+89)	2·7 (—62)
Instruments	11·5 (+10)	12·7 (+13)	14·0 (+16)
Other	16·8 (+29)	18·3 (+29)	19·3 (+19)
Total finished manufactures(2)	228·4 (+12)	259·4 (+31)	254·5 (+12)
Seasonally adjusted	*233*	*253*	*245*

(1) Goods covered by headings in the trade accounts believed to include mainly consumer goods.
(2) S.I.T.C. revised sections 7 and 8.

SOURCES OF IMPORTS

The growth in imports of manufactures in the first five months of this year was reflected in higher imports from the main manufacturing areas, principally Western Europe and North America. Imports from Eastern Europe were also higher, but arrivals from the other main sources, including the sterling area, showed little change or fell a little.



OVERSEAS COMMERCIAL POSTS

Over 200 official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of their addresses is given on pages i-viii of the Board of Trade Journal *of June 24.*

Sterling Area

Imports from the Sterling Area in the five months January to May were slightly lower, by 1 per cent, compared with the second half of last year, when these imports had been showing little change. After renewed growth in the fourth quarter of last year, imports from Australia fell back in recent months and were 8 per cent less in the first five months than the average for the second half of 1965. There were increased imports from New Zealand compared with the relatively low second half of last year. Imports from India fell further and were 11 per cent less than the second half of 1965. There was no change in imports from the rest of the Sterling Area.

Table 9

Imports: Sterling Area

£ million c.i.f. quarters or quarterly averages
(*percentage change on a year earlier*)

	2nd half 1965	1st quarter 1966	2nd quarter 1966
Sterling Area:			
Jamaica	4·8 (— 4)	7·5 (+ 5)	10·8 (— 5)
Trinidad	3·5 (—45)	6·1 (—25)	6·6 (—29)
Australia	54·5 (—15)	55·2 (+ 0)	52·5 (— 6)
Seasonally adjusted	*56*	*53*	*52*
New Zealand	39·0 (— 7)	62·6 (—10)	48·8 (—19)
Seasonally adjusted	*47*	*51*	*46*
India	34·0 (—10)	32·2 (— 6)	26·5 (+ 2)
Seasonally adjusted	*34*	*31*	*30*
Pakistan	6·5 (+11)	12·4 (+44)	6·9 (+18)
Ceylon	10·7 (— 2)	9·0 (— 8)	10·7 (— 5)
Malaysia, Singapore (1)	11·9 (—10)	8·5, 4·3 (— 8)	12·2 (+ 6)
Hong Kong	17·5 (— 9)	21·2 (+17)	19·2 (+12)
Ghana	3·2 (—17)	4·5 (+13)	5·7 (—18)
Nigeria	28·6 (+32)	30·4 (+ 2)	25·4 (— 1)
Zambia	22·5	20·8 (+40)	17·9 (+10)
Malawi (2)	2·2 (+16)	2·2 (+66)	1·9 (+80)
Rhodesia	9·5		
Kenya	3·7 (—11)	5·2 (+49)	5·1 (— 2)
Middle East	47·1 (—16)	48·7 (— 9)	58·4 (— 6)
Irish Republic	46·0 (+ 3)	44·6 (+11)	40·2 (+ 6)
Republic of South Africa	45·4 (+ 6)	46·2 (+15)	56·8 (+15)
Other	51·6 (+28)	42·9 (— 2)	51·7 (+10)
Total Sterling Area	442·4 (— 1)	464·5 (+ 2)	457·4 (— 1)
Seasonally adjusted	*457*	*446*	*448*

(1) Separate figures not available for 1964 and 1965.
(2) Separate figures not available prior to 1965. Trade from Rhodesia has been included with other Non-Sterling as from January 1966. Percentage changes have been calculated on comparable figures.

North America

After easing back towards the end of 1965, imports from North America rose again in the first five months of this year and were 10 per cent more than in the preceding half-year. Most of the increase came from the United States (with an 11 per cent rise), but imports from Canada also increased a little after the downward trend in 1965.

Table 9 *continued*

Imports: Non-Sterling Area

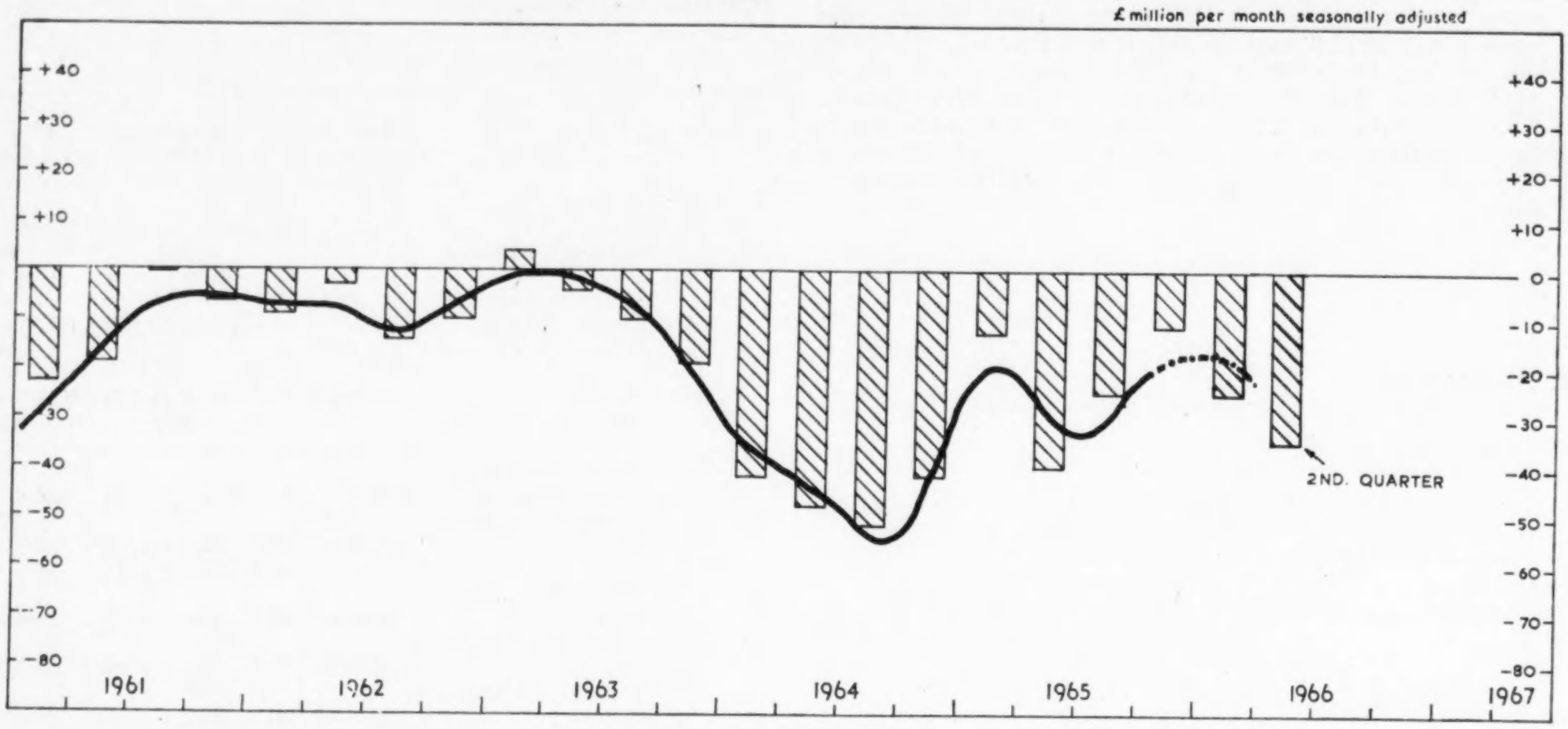
£ million c.i.f. quarters or quarterly averages
(*percentage change on a year earlier*)

	2nd half 1965	1st quarter 1966	2nd quarter 1966
Non-Sterling Area:			
North America	291·5 (— 0)	301·7 (+22)	275·6 (— 9)
Seasonally adjusted	*282*	*314*	*284*
Canada	116·9 (— 4)	104·0 (— 1)	97·9 (—18)
Seasonally adjusted	*111*	*119*	*96*
United States & Deps.	174·5 (+ 3)	197·6 (+40)	177·7 (— 3)
Seasonally adjusted	*174*	*191*	*190*
Western Europe	484·2 (+ 7)	537·8 (+17)	522·3 (+12)
Seasonally adjusted	*481*	*533*	*527*
Free Trade Association (including Finland)	200·7 (+ 5)	204·7 (+ 8)	214·4 (+11)
Seasonally adjusted	*192*	*214*	*219*
Finland	31·4 (— 4)	24·3 (— 7)	32·3 (+18)
Sweden	53·6 (+ 4)	53·1 (+ 0)	56·3 (+ 3)
Norway and Spitzbergen	26·4 (+ 9)	30·0 (+17)	29·6 (+ 8)
Denmark and Greenland	50·0 (+ 3)	50·1 (+ 6)	53·3 (+13)
Switzerland and Leichtenstein	22·8 (+20)	27·0 (+43)	26·0 (+22)
Portugal, Azores and Madeira	10·2 (+17)	12·6 (+ 7)	10·1 (+11)
Austria	6·4 (— 1)	7·5 (+22)	6·7 (+19)
Economic Community	254·8 (+10)	296·9 (+24)	278·5 (+13)
Seasonally adjusted	*259*	*286*	*279*
Western Germany	68·7 (+ 7)	80·3 (+27)	77·4 (+20)
Netherlands	69·2 (+13)	76·2 (+17)	76·2 (+13)
Belgium and Luxembourg	30·4 (+ 9)	36·8 (+18)	33·0 (+ 4)
France	50·6 (+15)	57·8 (+36)	53·5 (+14)
Italy	35·9 (+ 5)	45·8 (+22)	38·5 (+ 8)
Spain, Canary Islands and Spanish ports in North Africa	17·9 (+ 1)	23·9 (+20)	17·8 (— 3)
Other	10·7 (— 4)	12·4 (+ 4)	11·7 (+ 4)
Soviet Union and Eastern Europe	63·2 (+16)	45·9 (+ 4)	57·3 (+15)
Seasonally adjusted	*56*	*51*	*63*
Soviet Union	37·7 (+21)	19·1 (+ 2)	26·4 (+ 7)
Other	25·4 (+ 9)	26·8 (+ 6)	30·9 (+22)
Latin America	68·1 (— 1)	70·1 (— 2)	74·4 (— 1)
Seasonally adjusted	*72*	*69*	*70*
Venezuela	16·6 (— 3)	17·7 (—28)	16·0 (— 1)
Argentine Republic	16·0 (—13)	19·7 (— 1)	19·3 (— 2)
Other	35·6 (+ 6)	32·7 (+19)	39·1 (— 1)
Other non-sterling	104·6 (+ 9)	124·9 (+ 7)	107·1 (+ 3)
Seasonally adjusted	*113*	*112*	*104*
Middle East	43·6 (+ 3)	57·8 (+13)	45·8 (— 1)
Japan	22·0 (+23)	19·7 (+11)	19·4 (+20)
Other	38·9 (+10)	47·4 (— 0)	41·9 (+ 1)
Total Non-Sterling	1,011·5(+ 5)	1,080·4(+15)	1,036·6(+ 4)
Seasonally adjusted	*1,004*	*1,079*	*1,049*

REPORTS FOR UNITED KINGDOM EXPORTERS ON FIRMS OVERSEAS

UNITED KINGDOM exporters may wish to know more about a firm abroad which has offered to do business with them. The Board of Trade keeps records about the standing activities and influence of many firms abroad, and will make inquiries about any particular firm not already on record. These are not credit reports (for which the inquirers should apply to banks and other agencies) but they are useful in deciding the suitability of the overseas trade as a sales outlet. Requests for reports should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, or to the appropriate Regional office of the Board.

THE TRADE BALANCE



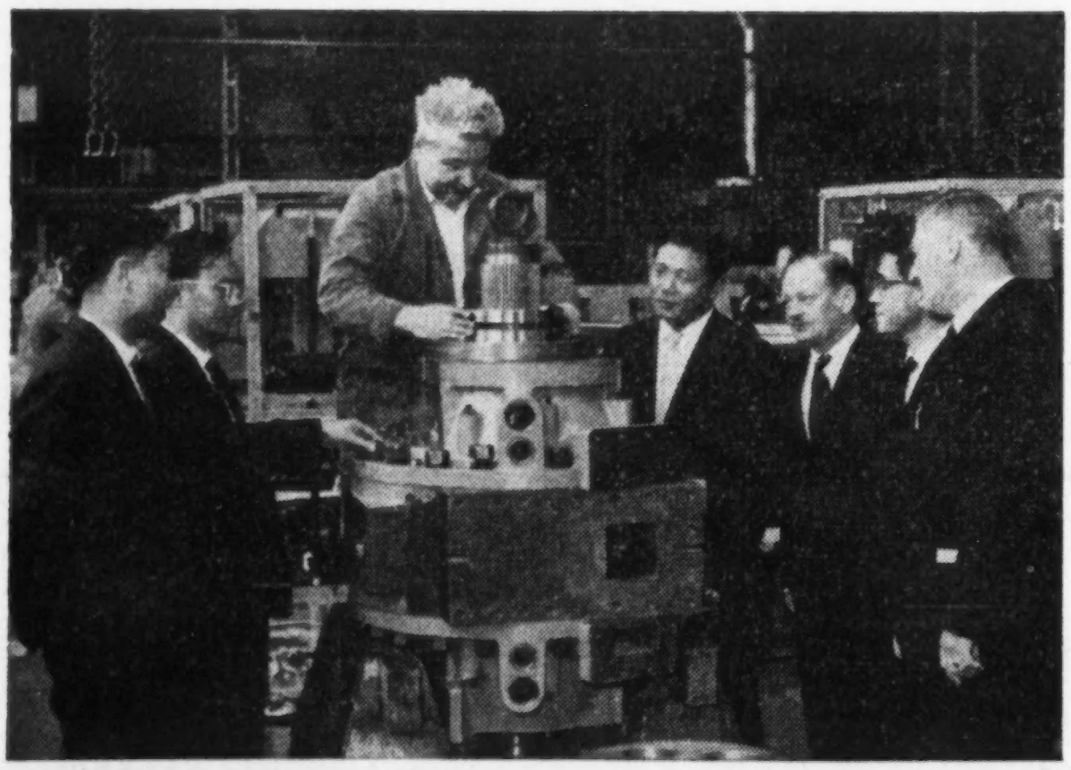
NOTE: The level of the trend line for each month takes into account figures for the seven months before and after that month (For the period before the monthly series begins quarterly figures have been used) A provisional trend for the first four of the last seven months is shown by a broken line.

Western Europe

There were increased imports from Western Europe in the first five months of this year, with substantial increases of 13 and 11 per cent respectively from the EFTA and Common Market groups of countries. These increases were in part associated with the rise in the value of imports of manufactures, especially of machinery and copper. Imports from other countries in Western Europe returned to the higher levels of mid-1965.

Latin America

Imports from Latin America had risen substantially in the fourth quarter of last year, but they fell again in the first five months of this year and were 5 per cent less than in the second half of 1965, largely owing to considerably reduced deliveries of copper from Chile.



Visitors from the China National Instruments Import and Export Corporation, Peking, watching the locating bearing being fitted to the main shaft of a Froude Type PT20 Hydraulic Dynamometer at the Worcester factory of Heenan and Froude Limited. A number of these dynamometers are being manufactured by the company for export to China.

Soviet Union and Eastern Europe

Imports from the Soviet Union and Eastern Europe were rising in recent months, and in the five months to May were nearly 2 per cent more than the average for the second half of 1965.

Rest of World

Imports from the rest of the world, mainly from primary producer countries and Japan, fell a little in the first five months compared with the second half of last year, although they were 6 per cent up on last year as a whole.

NOTES:

Trade balance

The figures for the trade balance are on a balance of payments basis and are estimates and liable to revision. They are only published seasonally adjusted. In order to obtain the best guidance as to the trend of the trade balance, figures for several months should be taken together. This series is intended as a substitute for the crude 'trade gap' which, being the difference between imports (c.i.f.) and exports plus re-exports (both f.o.b.) is misleading in that the import valuation includes insurance and freight, which, in so far as they are paid abroad, are included in the invisibles account in the balance of payments. There are also smaller adjustments, for example, in allowance for goods not covered by the Trade Accounts.

2. Detailed particulars of United Kingdom imports, exports and re-exports were published on July 27*, and further analysis of the figures will be found in the form of tables in the monthly Report on Overseas Trade for August†, due to be published on or about August 30.

* Accounts relating to the Overseas Trade Accounts of the United Kingdom, June 1966. HMSO. Price 30s., by post 31s.

† Report on Overseas Trade, published by HMSO. Price 4s., by post 4s. 5d. Annual subscription £2 14s.

EXPORT INQUIRIES

Most of the detailed information which British traders may need to help them sell their goods overseas can be obtained by contacting the nearest Regional Office of the Board of Trade or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel.: City 5757).

It may save you time if your export inquiries are sent in the first place to the Board of Trade rather than to Trade Commissioners or Commercial Officers overseas. A list of addresses of Regional Offices of the Board of Trade was given on page viii of June 24 issue.

Imports and United Kingdom exports

Quarters or quarterly averages

£ million

Section and Division	Imports				United Kingdom exports			
	1st half 1965	2nd half 1965	1st qtr. 1966	2nd qtr. 1966	1st half 1965	2nd half 1965	1st qtr. 1966	2nd qtr. 1966
0. Food and Live Animals . . . . . Total	395·4	391·3	410·7	398·3	37·3	40·1	46·9	40·2
00 Live animals	11·0	12·9	11·9	8·9	9·6	8·8	7·6	6·0
01 Meat and meat preparations	93·4	90·6	95·8	95·0	2·3	2·7	4·5	3·4
02 Dairy products and eggs	55·6	48·5	53·8	46·3	2·4	2·9	3·1	3·1
03 Fish and fish preparations	14·8	19·0	16·1	12·4	2·4	2·7	2·6	2·3
04 Cereals and cereal preparations	55·7	60·3	57·1	56·6	4·9	6·1	11·4	10·1
05 Fruit and vegetables	77·5	67·1	81·0	93·9	2·4	3·3	5·0	2·6
06 Sugar, sugar preparations and honey . . .	24·5	26·9	23·9	28·7	6·2	5·7	5·2	4·9
07 Coffee, cocoa and preparations, tea and spices . .	37·1	40·8	45·5	37·4	2·9	3·7	3·2	2·8
08 Feeding stuff for animals	18·9	19·1	19·8	13·5	1·3	1·6	1·7	1·7
09 Miscellaneous food preparations	7·0	6·3	5·8	5·7	2·7	2·8	2·6	3·1
1. Beverages and Tobacco . . . . . Total	23·3	45·3	28·9	25·9	30·0	41·6	32·6	36·0
11 Beverages	10·0	16·3	10·0	13·4	25·2	36·4	27·3	31·0
12 Tobacco	13·3	29·0	18·9	12·5	4·8	5·2	5·3	5·0
2. Crude Materials, Inedible . . . . . Total	261·5	261·7	254·6	242·0	36·3	35·9	38·6	38·0
21 Hides, skins and fur skins, undressed . . .	14·6	13·3	22·4	14·8	1·4	1·3	1·7	1·8
22 Oil seeds, oil nuts and oil kernels	11·5	13·1	12·0	11·2	0·1	0·1	0·1	0·0
23 Crude rubber (including synthetic and reclaimed) .	12·1	11·6	12·3	11·5	2·8	2·6	2·9	3·2
24 Wood, lumber and cork	48·0	62·2	29·0	42·9	0·2	0·1	0·3	0·1
25 Pulp and waste paper	37·2	32·6	33·9	33·8	0·4	0·5	0·4	0·4
26 Textile fibres, not manufactured and their waste .	65·9	50·6	70·2	60·0	21·4	21·5	23·0	22·5
27 Crude fertilizers and minerals	11·8	13·2	12·7	12·4	4·9	5·3	5·5	5·4
28 Metalliferous ores and metal scrap	48·5	52·5	48·1	45·5	3·7	3·6	3·3	3·6
29 Crude animal and vegetable materials . . .	11·8	12·7	14·0	9·9	1·3	1·0	1·3	0·9
3. Mineral Fuels, Lubricants, etc. . . . . Total	160·3	148·2	164·4	156·1	34·1	32·6	37·9	29·9
33 Petroleum and petroleum products	157·5	145·6	159·8	153·0	27·6	26·2	31·5	25·8
Coal, coke, gas and electric energy	2·8	2·5	4·6	3·1	6·5	6·4	6·4	4·1
4. Animal and Vegetable Oils and Fats . . . Total	16·3	16·0	16·8	15·4	1·5	1·8	1·5	1·6
5. Chemicals . . . . . Total	67·9	73·6	78·7	77·3	110·5	109·1	114·9	112·3
51 Chemical elements and compounds	27·1	32·6	30·7	32·3	27·7	25·6	26·9	26·8
53 Dyeing, tanning and colouring materials . . .	3·9	4·0	4·2	4·2	13·4	13·9	13·4	13·8
54 Medical and pharmaceutical products . . .	2·4	3·2	3·4	3·5	16·6	16·9	18·1	17·3
55 Essential oils and perfume materials . . .	4·0	3·7	4·4	4·1	8·7	10·0	9·0	9·8
56 Fertilizers, manufactured	5·1	4·6	6·2	3·9	2·3	1·8	2·3	1·3
58 Plastic materials and artificial resins . . .	13·4	14·0	17·4	16·9	20·1	20·4	22·4	22·0
All other chemical materials and products . .	12·0	11·6	12·4	12·4	21·7	20·6	22·6	21·3
6. Manufactured Goods Classified Chiefly by Material . Total	271·3	272·9	304·1	307·1	302·8	302·6	313·2	290·8
61 Leather, leather manufactures and dressed furs . .	6·4	6·8	7·5	7·6	7·5	7·7	8·3	8·5
62 Rubber manufactures, n.e.s.	3·0	3·4	3·6	4·0	11·9	11·6	12·0	11·7
63 Wood and cork manufactures (excluding furniture) .	17·6	17·2	16·9	18·6	1·5	1·4	1·2	1·1
64 Paper, paperboard and manufactures thereof . .	30·0	31·4	33·6	35·3	12·5	12·8	13·4	12·4
65 Textile yarn, fabrics and articles	37·3	38·5	47·9	39·4	69·3	67·9	66·1	61·3
66 Non-metallic mineral manufactures	54·8	52·9	50·9	63·8	62·3	60·2	76·9	61·3
67 Iron and steel	19·1	19·9	23·5	21·0	58·2	58·8	52·2	53·4
68 Non-ferrous metals	92·0	91·7	108·1	104·7	40·7	43·3	44·4	44·2
69 Manufactures of metal, n.e.s.	11·1	11·2	12·1	12·8	39·0	38·9	38·7	36·9
7. Machinery and Transport Equipment . . . Total	144·8	158·2	181·3	174·8	492·5	500·3	554·1	530·0
71 Machinery other than electric	90·6	94·7	114·3	108·3	228·7	236·6	262·3	250·7
72 Electrical machinery, apparatus and appliances .	30·5	32·6	37·6	38·6	84·5	80·9	86·9	79·4
73 Transport equipment	23·7	31·0	29·3	27·9	179·3	182·7	204·9	199·9
8. Miscellaneous Manufactured Articles . . . Total	67·8	70·2	78·1	79·7	84·1	94·8	91·2	87·2
81 Sanitary, plumbing, heating and lighting fixtures and fittings	1·3	1·4	1·3	1·2	3·3	3·2	3·2	2·5
82 Furniture	2·1	2·1	2·2	2·0	3·3	3·9	4·0	3·7
83 Travel goods, handbags and similar articles . .	0·9	1·0	1·1	1·1	0·7	0·8	0·6	0·5
84 Clothing	14·4	14·2	17·0	16·3	10·3	14·5	12·0	10·3
85 Footwear	5·2	3·7	7·2	5·7	3·4	4·3	3·6	3·0
86 Professional, scientific and controlling instruments, photographic and optical goods, watches and clocks	17·7	18·3	18·9	21·5	24·7	25·5	28·6	27·8
89 Miscellaneous manufactured articles, n.e.s. . .	26·1	29·4	30·5	32·0	38·5	42·6	39·1	39·4
5-8 Manufactured Goods . . . . . Total	551·8	574·9	642·2	638·9	989·9	1,006·8	1,073·3	1,020·4
9. Commodities and Transactions not Classified according to Kind . . . . . Total	19·3	16·5	27·2	17·3	34·5	39·6	36·1	32·3
TOTAL ALL SECTIONS	1,427·9	1,453·9	1,544·8	1,494·0	1,163·6	1,198·4	1,266·7	1,198·3

Car and commercial vehicle production in June

THE MINISTRY OF TECHNOLOGY have announced that in the five-week statistical period of June 1966 weekly average rates of production of cars and commercial vehicles were 36,529 and 9,500 units respectively. This represented a fall of about 5½ per cent in output of cars and of about 1 per cent in the output of commercial vehicles as compared with June last year.

In the first six months of the year 946,608 cars and 244,008 commercial vehicles were produced, almost the same number of cars as in the corresponding period a year earlier and about 1½ per cent fewer commercial vehicles.

Allowing for seasonal factors and the number of working days, car production in June, at 143,400 vehicles, was about 5 per cent lower than in May and at virtually the same rate as the monthly average in 1965. In the second quarter of 1966, 442,300 cars were produced, 3 per cent more than in the first quarter of the year, and the highest number for any quarter since the second quarter of 1965.

On the same seasonally adjusted basis output of commercial vehicles in June amounted to 38,300 units, a reduction of 3½ per cent on May but slightly higher than the average monthly rate in 1965. In the second quarter of the year production totalled 117,600 vehicles, 2 per cent more than in the first quarter of the year, and, as with car output, this was the highest number since the second quarter of 1965.

Recorded exports of cars in the first half of 1966, at 306,653 vehicles, was 7½ per cent less than in the first half of 1965. Exports of commercial vehicles at 78,302, were 4½ per cent less than in the corresponding half year in 1965. However, actual shipments of both cars and commercial vehicles were held up in June by the seamen's strike. Production for export was less seriously affected and in the first half of the year was only 2 per cent down for cars whilst for commercial vehicles production was at the same level as in the first half of 1965.

Following the receipt of revised information, commercial vehicle production figures for May have been amended.

Car and commercial vehicles production figures

(Production figures of road motor vehicles cover complete vehicles, chassis with engines for delivery as such and unassembled vehicles for export. Road tractors are included but battery operated road vehicles are excluded.)

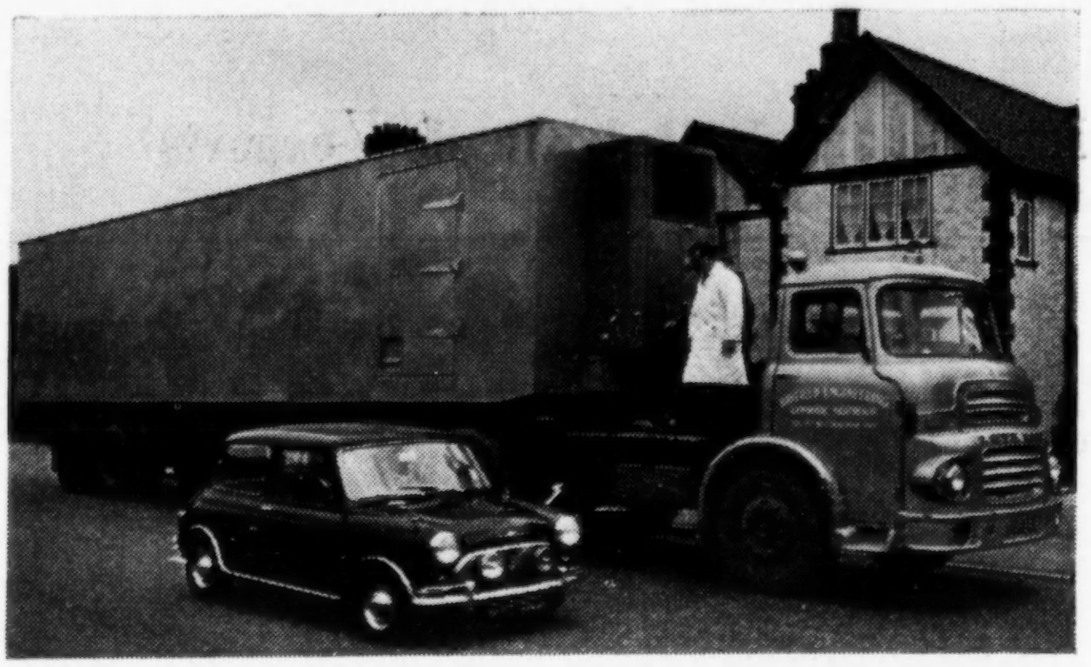
Table 1. Recorded production

Number

	No. of weeks	Passenger cars (including taxis)		Commercial road vehicles			
				Goods		Omnibuses, coaches and trolley-buses	
		Total	Weekly average	Total	Weekly average	Total	Weekly average
1963	52	1,607,939	30,922	385,717	7,418	18,064	347
1964	53	1,867,640	35,238	446,255	8,420	18,481	349
1965	52	1,722,045	33,116	437,242	8,409	17,974	346
1965 1st quarter	13	459,782	35,368	116,314	8,947	4,849	373
2nd quarter	13	488,676	37,590	121,964	9,382	4,625	356
3rd quarter	13	341,571	26,275	90,013	6,924	3,724	286
4th quarter	13	432,016	33,232	108,951	8,381	4,776	367
1966 1st quarter	13	462,461	35,574	114,569	8,813	5,811	447
2nd quarter	13	484,147	37,242	117,650	9,050	5,978	460
1965 April	4	139,782	34,946	35,401	8,850	1,510	378
May	4	155,837	38,959	40,219	10,055	1,509	377
June	5	193,057	38,611	46,344	9,269	1,606	321
1966 April	4	143,656	35,914	34,456	8,614	1,659	415
May	4	157,847	39,462	38,064	9,516	1,951	488
June	5	182,644	36,529	45,130	9,026	2,368	474

Overdrafts of the nationalized industries

THE TREASURY announce that the total bank overdrafts of the nationalized industries at July 20, 1966, amounted to £59.5 million, of which 52.9 million was from the clearing banks and £6.6 million from the Scottish banks.



Claimed to be the largest of their type ever built, this 46ft., long-distance meat transporter was recently exported to Tunis.

Table 2. Production seasonally adjusted

Monthly averages — Thousands

	Passenger cars	Commercial vehicles
1963	134·0	33·6
1964	155·6	38·7
1965	143·5	37·9
1964 1st quarter	155·9	38·3
2nd quarter	157·7	38·7
3rd quarter	152·2	38·1
4th quarter	156·7	39·8
1965 1st quarter	143·6	39·0
2nd quarter	148·4	40·3
3rd quarter	137·1	36·1
4th quarter	144·9	36·3
1966 1st quarter	143·5	38·6
2nd quarter	147·4	39·2
1965 July	144·7	37·5
August	131·4	34·5
September	135·3	36·4
October	144·2	37·1
November	139·4	35·4
December	151·1	36·4
1966 January	134·9	34·7
February	144·8	38·4
March	150·9	42·7
April	148·0	39·7
May	150·8	39·6
June	143·4	38·3
Average of:		
January to March	143·5	38·6
April to June	147·4	39·2
Percentage change	+3	+2

Table 3. Recorded exports

	Passenger cars (including taxis)	Commercial road vehicles	
		Goods	Omnibuses, coaches and trolley-buses
1961	370,744	160,046	6,913
1962	544,924	140,789	7,419
1963	616,016	150,705	7,705
1964	679,601	158,201	7,103
1965	627,567	152,254	6,870
1965 1st quarter	158,328	38,030	1,802
2nd quarter	173,240	40,390	1,764
3rd quarter	146,112	34,882	1,547
4th quarter	149,887	38,952	1,757
1966 1st quarter	153,730	37,747	2,777
2nd quarter	152,923	35,572	2,206
1966 January	41,359	10,235	857
February	55,875	13,330	809
March	56,499	14,163	1,111
April	47,651	11,157	708
May	63,777	14,050	843
June	40,892	10,215	704

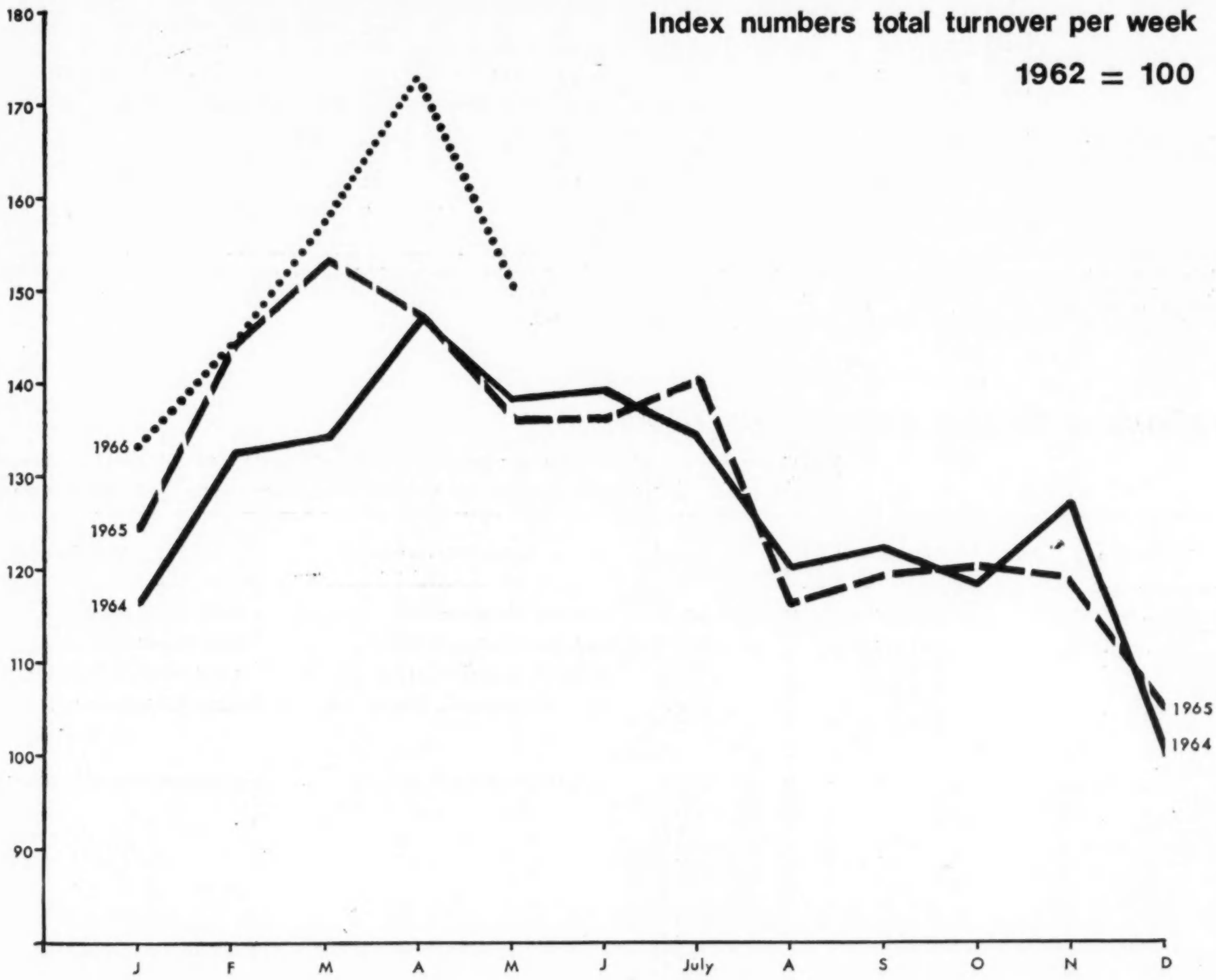
Note: There are certain differences of timing and coverage between the production and export figures, e.g. the export figures include battery-operated road vehicles throughout and from January 1963 road tractors, while the production figures exclude the battery-operated road vehicles and include road tractors. The quarterly export figures include amendments not made to monthly figures.

Turnover of the motor trades in May

THE TOTAL TURNOVER of the motor trades in May showed an increase of 10 per cent on the turnover for May 1965. This increase was not concentrated in any one section of the trade, but spread fairly evenly over sales of both new and used vehicles and other sales and receipts.

Sales of new motor vehicles were some 30 per cent below the peak figure reached in April which reflected pre-Budget purchases, but were 12 per cent greater than in May 1965. Sales of used vehicles were slightly below the level of last month, but showed an increase of 9 per cent compared with the previous year. All other sales and receipts (covering petrol, spares, etc., together with repairs and servicing) continued to show steady growth with an increase of 9 per cent on the figure for 1965.

TURNOVER IN THE MOTOR TRADES



Monthly Digest of Statistics

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Turnover of the motor trades—*continued*

Index numbers of turnover per week and percentage changes on a year earlier (a) 1962 = 100

Kind of business (Turnover in 1962 £ million)	Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL TURNOVER	1963	112	105	125	113	104	89	101	121	124	132	120	124	110	107	112	112	92
(£2,979 million)	1964	127	128	141	125	114	116	132	134	147	138	139	134	120	122	118	127	100
	1965	130	141	140	125	114	124	144	153	147	136	136	140	116	119	120	119	105
	1966	152(b)	146				133	144	158	173	150							
	1965	+2	+11	—1	Nil	Nil	+7	+9	+14	Nil	—1	—2	+4	—3	—2	+2	—6	+5
	1966	+7(c)	+3				+7	Nil	+3	+17	+10							
ANALYSIS OF TURNOVER:																		
Sales of new motor vehicles	1963	119	116	142	114	106	96	111	136	145	153	130	132	104	107	118	115	89
(£1,119 million)	1964	143	154	167	132	118	136	158	166	185	157	160	148	122	128	123	142	95
	1965	138	172	151	122	109	144	176	192	165	142	147	149	105	113	116	117	96
	1966	181(b)	173				155	166	192	227	160							
	1965	—3	+12	—9	—8	—8	+6	+11	+15	—11	—9	—8	+1	—14	—12	—6	—17	+1
	1966	+9(c)	Nil				+7	—6	Nil	+38	+12							
Sales of secondhand motor vehicles	1963	108	103	127	111	93	72	97	132	127	137	119	124	111	100	103	104	75
(£568 million)	1964	120	124	142	118	96	104	135	132	145	146	136	130	114	113	105	111	75
	1965	119	132	142	110	93	107	138	148	162	142	126	127	104	102	105	98	79
	1966	143(b)	135				111	138	151	158	154							
	1965	Nil	+6	Nil	—7	—3	+3	+2	+12	+12	—3	—7	—2	—9	—9	Nil	—12	+4
	1966	+2(c)	+2				+4	Nil	+2	—3	+9							
All other sales and receipts	1963	107	96	110	113	108	90	95	103	106	112	112	117	114	110	111	112	103
(£1,292 million)	1964	116	106	118	122	118	104	109	106	114	118	122	124	121	121	119	120	115
	1965	127	118	129	133	128	115	119	121	126	129	131	137	130	132	131	131	124
	1966	131(b)	128				124	126	132	133	141							
	1965	+10	+12	+9	+9	+9	+11	+10	+14	+10	+9	+7	+11	+7	+9	+11	+9	+3
	1966	+8(c)	+8				+8	+6	+9	+5	+9							

(a) The periods covered by the index numbers consist of either four or five weeks, each quarter being divided into three 'monthly' periods of four, four and five weeks respectively. The period covered by May, 1966, turnover was the four weeks from May 1, 1966, to May 28, 1966; the corresponding period in 1965 was from May 2, 1965, to May 29, 1965.
(b) Index numbers for period January to May, 1966.
(c) Percentage change for period January to May, 1966, compared with corresponding period of 1965.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts, 1960 and 1964, during the week ended Friday, July 29, 1966.
Where the title appears in italics the film forms part of a series, Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's Name
			BRITISH		
Mining Review No. 12 – 19th Year	Br/E 31545	11	July 25	Data Film Distributors Ltd.	National Coal Board.
Look at Life Series 30:					
Face Lift	Br/E 31549	9	July 27	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.
Incas in Bowler Hats	Br/E 31550	9	July 27	" "	" "
Pathe News 66-59	Br/E 31406	7	July 29	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 66-60	Br/E 31407	9	July 29	" "	" "
Movietone News 1937	Br/E 31337	7	July 29	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 1937 A	Br/E 31338	8	July 29	" "	" "
			FOREIGN		
Mysterious Dr. Satan:					
Ep. 1. Return of the Copperheads	F 31530	31	July 25	Grand National Pictures Ltd.	Republic Pictures International Corp.
Ep. 2. Thirteen Steps	F 31531	19	July 25	" "	" "
Ep. 3. Undersea Tomb	F 31532	18	July 25	" "	" "
Ep. 4. The Human Bomb	F 31533	17	July 25	" "	" "
Ep. 5. Doctor Satan's Man of Steel	F 31534	17	July 25	" "	" "
Ep. 6. Double Cross	F 31535	17	July 25	" "	" "
Ep. 7. The Monster Strikes	F 31536	17	July 25	" "	" "
Ep. 8. Highway of Death	F 31537	17	July 25	" "	" "
Ep. 9. Double Jeopardy	F 31538	17	July 25	" "	" "
Ep. 10. Bridge of Peril	F 31539	17	July 25	" "	" "
Ep. 11. Death Closes In	F 31540	17	July 25	" "	" "
Ep. 12. Crack-Up	F 31541	17	July 25	" "	" "
Ep. 13. Disguised	F 31542	17	July 25	" "	" "
Ep. 14. The Flaming Coffin	F 31543	17	July 25	" "	" "
Ep. 15. Doctor Satan Strikes	F 31544	17	July 25	" "	" "
Nevada Smith	F 31546	120	July 26	Paramount Film Service Ltd.	Paramount Pictures Corp.
7th. Thunderbolt	F 31547	69	July 27	New Realm Pictures Ltd.	La Globe Films International, Rome.
Love and Kisses	F 31548	86	July 27	Rank Film Distributors Ltd.	Universal International Films Inc.
How to Steal a Million	F 31551	123	July 28	Twentieth Century-Fox Film Co. Ltd.	Twentieth Century-Fox Film Corp.

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Machine tool orders and deliveries—May 1966

THE MINISTRY OF TECHNOLOGY report that in May 1966 total deliveries of machine tools were valued at £11¼ million and net new orders at just over £11 million. Orders outstanding were just over £106½ million.

Home market

Home deliveries, at just over £8¾ million, seasonally adjusted, were only slightly below the average for the previous six months. It now seems clear that they have flattened off at slightly below the peak level of £9 million per month reached towards the end of last year. Nevertheless they are still more than 10 per cent above the average rate of deliveries a year ago.

Home orders, similarly adjusted, were at £8⅔ million, well below the peak reached in the middle of 1965; despite the high level reached in March, home orders are on average continuing to fall. Net new orders are now no higher than two years ago when they were climbing rapidly and for the first time for an even longer period seem to be falling marginally below the average level of deliveries. Total home orders outstanding fell back in May by £1 million to just over £76½ million. This represents about 8½ months' work at the current rate of delivery.

Export

Export deliveries at £2⅔ million, seasonally adjusted, showed a slight improvement in May. They now seem, on average to be stabilizing at this level which is, however, the lowest average

Table 1. Metal working machine tools orders and deliveries: recorded figures (1)

£'000

	Deliveries			Orders outstanding (end of period)			Net new orders (2)		
	Total	For export	Home	Total	For export	Home	Total	For export	Home
1958	83,915	20,751	63,164	54,384	16,075	38,309	59,798	17,465	42,333
1959	78,768	18,552	60,216	55,892	15,740	40,151	80,276	18,217	62,058
1960	94,936	24,310	70,626	105,703	24,296	81,407	144,747	32,868	111,879
1961	115,713	28,627	87,086	116,916	32,088	84,829	126,926	36,420	90,509
1962	127,172	35,471	91,701	88,266	34,691	53,576	98,522	38,074	60,449
1963	114,162	39,188	74,974	69,025	29,156	39,869	94,920	33,653	61,267
1964	121,709	37,801	83,908	86,573	29,527	57,046	139,257	38,172	101,085
1965 (3)	141,289	40,704	100,585	104,195	28,860	75,335	157,702	39,616	118,086
1963 1st quarter	31,837	10,742	21,095	78,874	31,468	47,406	22,444	7,519	14,925
2nd quarter	28,165	9,426	18,739	74,618	30,281	44,337	23,909	8,239	15,670
3rd quarter	26,644	9,444	17,200	70,403	30,140	39,993	22,429	9,573	12,856
4th quarter	27,516	9,576	17,939	69,025	29,156	39,869	26,138	8,322	17,816
1964 1st quarter	31,471	10,222	21,249	70,949	27,658	43,292	33,395	8,723	24,672
2nd quarter	28,017	8,524	19,493	74,848	28,941	45,907	31,916	9,808	22,108
3rd quarter	28,798	8,119	20,679	81,307	30,176	51,131	35,258	9,354	25,904
4th quarter	33,423	10,936	22,487	86,573	29,527	57,046	38,689	10,287	28,402
1965 1st quarter (3)	36,837	11,343	25,494	91,438	29,079	62,359	40,492	10,473	30,019
2nd quarter	34,200	11,138	23,062	96,687	29,741	66,946	39,449	11,800	27,649
3rd quarter	33,641	9,522	24,119	102,342	29,651	72,690	39,297	9,432	29,864
4th quarter	36,611	8,701	27,910	104,195	28,860	75,335	38,464	7,910	30,554
1966 1st quarter	37,876	9,064	28,812	104,906	28,268	76,638	38,587	8,472	30,115
2nd quarter									
3rd quarter									
4th quarter									
1965 January (3)	11,116	3,637	7,479	91,614	29,915	61,699	14,948	3,603	11,345
February	12,182	3,808	8,374	91,874	29,189	62,685	12,442	3,081	9,361
March	13,539	3,899	9,640	91,438	29,079	62,359	13,103	3,789	9,314
April	10,433	2,991	7,442	93,638	29,860	63,779	12,634	3,772	8,862
May	11,754	3,473	8,280	95,907	30,768	65,139	14,022	4,382	9,641
June	12,014	4,673	7,341	96,687	29,741	66,946	12,793	3,647	9,147
July	10,943	3,121	7,822	102,737	29,961	72,776	16,993	3,341	13,652
August	9,847	2,838	7,009	104,442	30,098	74,344	11,552	2,975	8,577
September	12,852	3,563	9,288	102,342	29,651	72,690	10,751	3,116	7,635
October	10,841	2,719	8,122	104,272	30,013	74,259	12,772	3,081	9,691
November	12,538	2,913	9,624	104,808	29,575	75,233	13,073	2,475	10,598
December	13,232	3,069	10,163	104,195	28,860	75,335	12,619	2,354	10,265
1966 January	10,749	2,451	8,298	105,445	29,398	76,048	11,999	2,988	9,011
February	11,602	3,003	8,599	105,422	28,627	76,795	11,579	2,232	9,347
March	15,526	3,611	11,915	104,906	28,268	76,638	15,009	3,252	11,757
April*	10,314	2,140	8,174	107,235	29,617	77,618	12,643	3,488	9,155
May*	11,726	2,702	9,023	106,645	30,028	76,617	11,136	3,114	8,022
June									
July									
August									
September									
October									
November									
December									
January-May, 1965	59,024	17,808	41,216	95,907	30,768	65,139	67,148	18,627	48,522
January-May, 1966*	59,916	13,906	46,009	106,645	30,028	76,617	62,365	15,074	47,291
Percentage change	+2	—22	+12	+11	—2	+18	—7	—19	—3

*Provisional.
(1) Figures have been rounded off to the nearest final digit and there may be an apparent slight discrepancy between the sum of the constituent items and the totals shown.
(2) Figures are derived from deliveries and the change in orders on hand during the period.
(3) Between December, 1964, and January 1965, there is a small increase (under 5 per cent) due to the inclusion of additional firms.

volume for about five years and over 20 per cent below the peak level of a year ago.

Net new export orders at £3 million, similarly adjusted, continue to show signs of recovery from the low level reached at the end of last year and now clearly exceed the low level of deliveries. With the resulting increase to £30 million in total export orders outstanding, these represent around 11 months' work at the current rate of delivery.

No change in total orders and deliveries

Thus with both home and export deliveries fairly stable, one at a high level and one at a low level, total deliveries are similarly, at £11⅔ million in May, holding steady at just below the £12 million per month mark reached in the second half of last year. Total net new orders continue, in general, to remain just above deliveries as a result of the recent increase in the export market, but the margin is slim so that the total order book is no longer increasing.

Table 2. Metal working machine tools orders and deliveries: Seasonally adjusted (1)

£'000

	Deliveries			Orders outstanding (end of period)			Net new orders (2)		
	Total	For export	Home	Total	For export	Home	Total	For export	Home
1958	83,915	20,751	63,164	54,874	16,117	38,757	59,799	17,461	42,338
1959	78,768	18,552	60,216	56,441	15,762	40,679	80,335	18,197	62,138
1960	94,936	24,310	70,626	106,804	24,259	82,545	145,229	32,807	112,492
1961	115,713	28,627	87,086	118,058	31,969	86,089	126,967	36,337	90,630
1962	127,172	35,471	91,702	88,946	34,397	54,549	98,061	37,899	60,162
1963	114,162	39,188	74,974	69,728	28,981	40,747	94,944	33,772	61,172
1964	121,709	37,801	83,908	87,785	29,461	58,324	139,766	38,281	101,485
1965 (3)	141,486	40,844	100,643	105,832	28,803	77,029	159,533	40,185	119,348
1963 1st quarter	29,669	9,891	19,778	80,277	32,659	47,618	21,000	8,153	12,847
2nd quarter	28,889	10,015	18,874	74,512	30,412	44,100	23,124	7,768	15,356
3rd quarter	28,022	9,880	18,142	70,114	29,571	40,543	23,624	9,039	14,585
4th quarter	27,582	9,402	18,180	69,728	28,981	40,747	27,196	8,812	18,384
1964 1st quarter	29,226	9,452	19,774	72,085	28,683	43,402	31,583	9,154	22,429
2nd quarter	28,718	9,128	19,590	74,805	29,031	45,774	31,438	9,476	21,962
3rd quarter	30,181	8,468	21,713	81,364	29,341	52,023	36,740	8,778	27,962
4th quarter	33,584	10,753	22,831	87,785	29,461	58,324	40,005	10,873	29,132
1965 1st quarter (3)	34,203	10,480	23,723	92,712	30,165	62,547	39,128	11,183	27,945
2nd quarter	35,056	11,836	23,220	96,576	29,831	66,745	38,920	11,502	27,418
3rd quarter	35,292	9,937	25,355	102,791	28,844	73,947	41,508	8,951	32,557
4th quarter	36,936	8,590	28,346	105,832	28,803	77,029	39,977	8,549	31,427
1966 1st quarter	35,039	8,370	26,670	106,198	29,330	76,868	35,405	8,897	26,508
2nd quarter									
3rd quarter									
4th quarter									
1965 January (3)	10,937	3,583	7,354	91,989	29,855	62,134	15,141	3,977	11,164
February	11,805	3,579	8,226	91,424	29,543	61,881	11,240	3,267	7,973
March	11,460	3,318	8,142	92,712	30,165	62,547	12,748	3,940	8,808
April	11,227	3,328	7,900	93,591	30,879	62,713	12,107	4,041	8,066
May	11,728	3,626	8,102	96,243	31,492	64,751	14,379	4,239	10,140
June	12,101	4,883	7,218	96,576	29,831	66,745	12,434	3,222	9,212
July	11,020	3,087	7,933	101,666	29,753	71,913	16,110	3,009	13,101
August	12,012	3,496	8,516	102,667	29,422	73,245	13,013	3,164	9,849
September	12,261	3,355	8,905	102,791	28,844	73,947	12,385	2,778	9,608
October	11,308	2,658	8,650	104,243	29,310	74,933	12,760	3,124	9,636
November	12,782	3,109	9,673	104,778	28,939	75,839	13,317	2,738	10,579
December	12,846	2,823	10,023	105,832	28,803	77,029	13,900	2,688	11,213
1966 January	10,574	2,415	8,159	105,923	29,339	76,584	10,665	2,951	7,714
February	11,329	2,882	8,447	104,785	28,975	75,810	10,191	2,518	7,673
March	13,136	3,073	10,063	106,198	29,330	76,868	14,550	3,428	11,122
April*	11,057	2,380	8,677	106,948	30,627	76,321	11,808	3,678	8,130
May*	11,650	2,821	8,829	106,895	30,735	76,160	11,597	2,929	8,668
June									
July									
August									
September									
October									
November									
December									
Average of the latest 3 months (4)	11,948	2,758	9,190	106,895	30,735	76,160	12,652	3,345	9,307
Average of the previous 3 months (4)	11,583	2,707	8,876	104,785	28,975	75,810	11,585	2,719	8,867
Percentage change	+3	+2	+4	+2	+6	N/C	+9	+23	+5

*Provisional.
(1) The figures have been rounded off to the nearest final digit and there may be an apparent slight discrepancy between the sum of the constituent items and the totals shown.
(2) Figures are derived from deliveries and the change in orders on hand during the period.
(3) Between December 1964, and January 1965, there is a small increase (under 5 per cent) due to the inclusion of additional firms.
(4) Orders outstanding refer to end of 3 month periods.

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Production of man-made fibres in June

TOTAL PRODUCTION by weight of man-made fibres in June was 3 per cent more than in June 1965. Within the total, output of continuous filament was 9 per cent more and staple fibre 2 per cent less.

Total deliveries by weight of man-made fibres in the second quarter of 1966 were 4 per cent more than in the same quarter last year.

Deliveries of continuous filament to the home user industries were 15 per cent more than in the second quarter of 1965; deliveries to the weaving industry and for industrial purposes were both 10 per cent more, and to the warp-knitting industry 1 per cent less. Deliveries to the hosiery industry were 50 per cent more than the rather low figure for the same period last year.

Deliveries of staple fibre to the home user industries were 6 per cent less than in the same quarter last year; deliveries for cotton spinning being 9 per cent less and for wool spinning 1 per cent more.

Deliveries of continuous filament yarn and staple fibre for export were 1 per cent less than 8 per cent more respectively compared with the corresponding period last year.

(million lb. 'Delivered weight' basis)

	Continuous filament (singles)	Staple fibre	Total
1962 (quarterly average)	72·7	84·1	156·8
1963 (quarterly average)	82·6	97·2	179·8
1964 (quarterly average)	94·5	111·8	206·3
1965 (quarterly average)	99·1	116·4	215·5
1965 1st quarter	102·9	122·8	225·8
2nd quarter	101·0	120·8	221·9
1966 1st quarter	108·1	120·5	228·6
2nd quarter	111·6	120·8	232·4
1965 April	32·1	38·8	70·9
May	35·5	41·8	77·4
June	33·4	40·2	73·6
1966 April	36·2	39·1	75·3
May	39·1	42·2	81·4
June	36·2	39·5	75·7

Deliveries of continuous filament yarns

(Thousand lb. actual weight)

	Year 1964	Year 1965	1965 Jan.-March	1965 April-June	1966 Jan.-March	1966 April-June
Weaving	87,133	89,080	22,950	21,583	24,709	23,792
Hosiery	56,831	55,159	12,878	11,886	18,867	17,794
Warp knitting	42,625	47,151	12,240	11,546	13,278	11,387
Industrial purposes (tyres, etc.)	95,732	106,019	26,388	25,784	29,219	28,319
Other purposes	13,257	12,793	3,311	3,238	4,319	3,774
Exports as yarn (a)	94,556	87,227	24,556	21,164	18,797	20,939
Total	390,133	397,428	102,325	95,202	109,189	106,005

(a) The figures refer to deliveries from the industry direct for export and may differ from the totals recorded as exports in the monthly trade accounts.

Deliveries of staple fibre

(Thousand lb. actual weight)

	Year 1964	Year 1965	1965 Jan.-March	1965 April-June	1966 Jan.-March	1966 April-June
Cotton spinning	136,654	125,728	34,410	33,964	29,838	30,805
Wool spinning	127,352	125,493	29,415	33,248	32,468	33,541
Flax spinning	38,296	29,419	9,196	7,841	6,728	5,465
Other spinning systems and sundries	47,275	53,983	12,716	14,587	13,884	14,648
Exports (a)	110,359	116,110	30,862	28,055	31,447	30,259
Total	459,937	450,734	116,599	117,695	114,366	114,718

(a) The figures refer to deliveries from the industry direct for export and may differ from the total recorded as exports in the monthly trade accounts.

INDEX OF REGULAR STATISTICS

Readers are reminded that an index of the date on which all regular statistical articles were last published appears each week at the end of the JOURNAL.

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London (SKYPORT 1428), Birmingham (SHELDON 5397), Liverpool (CENTRAL 6331) and Glasgow (CENTRAL 4383), or at our nearest office (see telephone book).

Exhibitions and Fairs

President of the BoT and Italian Minister of Foreign Trade co-patrons of British Shopping Week in Florence

Report by British Consulate, Florence

WITH about two months to go before the opening of this event preparations on both British and Italian sides are in full swing.

Last week's round of shop visits in Florence organized by the British Chamber of Commerce for Italy to collect applications for the Window Dressing Competition showed that the number of shops participating is rising sharply. Last March our own estimate (see *Board of Trade Journal* dated March 25) was that between 300 and 500 shops would want to take part in the Week but the new survey has brought the total to over 620. This unexpectedly high figure is going to strain the available supplies of display material to the limit and it is hoped that, in order to boost their own sales, British exporters to Italy will provide their outlets in Florence not only with extra supplies of goods but also with extra publicity material.

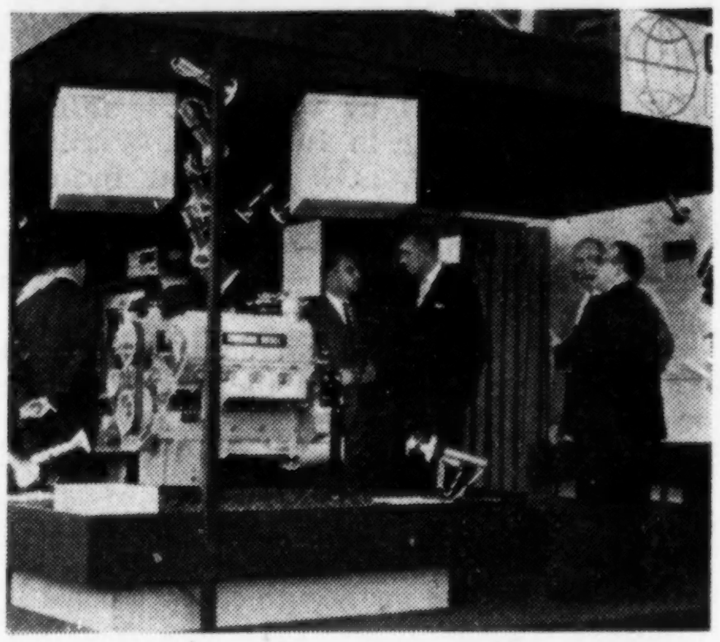
The official patrons of the British Shopping Week in Florence are Mr. Douglas Jay, President of the Board of Trade, and Senatore Giusto Tolloy, Italian Minister of Foreign Trade. Sir John Ward, HM Ambassador in Rome who has been supervising the preparations personally, is expected to be in Florence with Lady Ward throughout the Week.

It is hoped that Mr. Roy Mason, Minister of State at the Board of Trade, will attend the opening ceremonies on Saturday, October 8, and that the Lord Provost of Edinburgh, the Right Hon. H. A. Brechin, will also visit Florence as the head of an Edinburgh delegation from October 11-15. Sir John Wrightson, of the ECE team for Italy, will represent the Council during the early part of the Week.

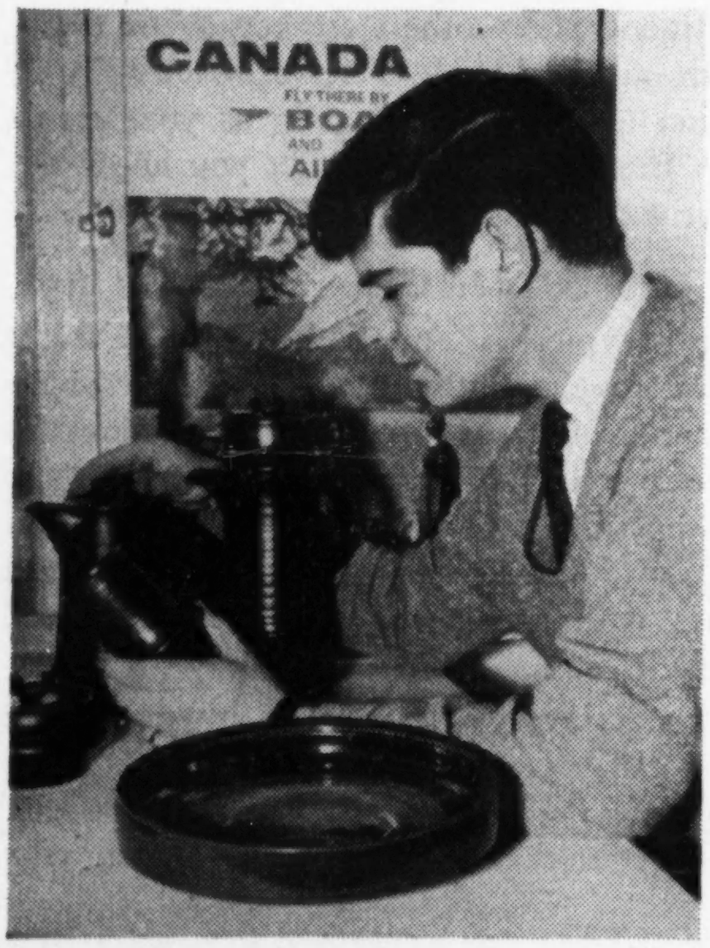
The British background to the Week will be set by the customary and characteristic elements which are thoroughly appreciated by the Italian public. There will be pubs, buses, policemen and policewomen and, most important of all, the military and pipe bands: the Duke of Edinburgh's Regiment from BAOR, the Edinburgh Pipe Band (Territorial) and also the well established Thistle Group. In addition there will be standing exhibitions. Those so far arranged or in hand include a British Book exhibition organized by the British Council but financed in part by BP and in part by the Book Development Council, a display of fine English china, a National Wool Textile Export Corporation show of woollen piece-goods, a display of British paintings, an auction run by Sothebys and, it is hoped, a major British orchestral performance and a British film premiere. The best of British food will also be served by expert British chefs sent out to a number of twinned restaurants.

The great sporting event of the Week which will pack the Florence stadium will be the football match on Wednesday, October 12, between Fiorentina and Manchester United. There is also to be a further football match between British and Italian Military teams, an Anglo-Italian Rugby match, and a tennis match between the leading players of both countries.

Commercial links between Florence and Britain are nothing new: they go back to the 13th century and earlier. Today thousands of Britons visit Florence on holiday or study and other hundreds more make their home here for at least part of the year. On this occasion however all the attractions are designed especially to stimulate Florentine interest in Britain and what she has to sell. This is a British *Shopping* Week and the main object of it is to show the Florentines what we have to offer and to help them to buy what they want.



Sir Patrick Reilly, the British Ambassador to France, visiting the Cummins Diesel stand at the recent Expomat construction exhibition in Paris. Cummins engines and components are now being produced in two new plants in the United Kingdom which together cost nearly £8 million. The picture shows Sir Patrick (centre right) talking with Mr. J. P. Houdinière, Cummins Regional Manager for France and Belgium.



David Puxley, studio designer and potter at Josiah Wedgwood and Sons Ltd., who demonstrated his craft at the 'Britain Today' promotion organized by the Hudson's Bay Company in Vancouver.

International exhibition of clinical chemistry Munich

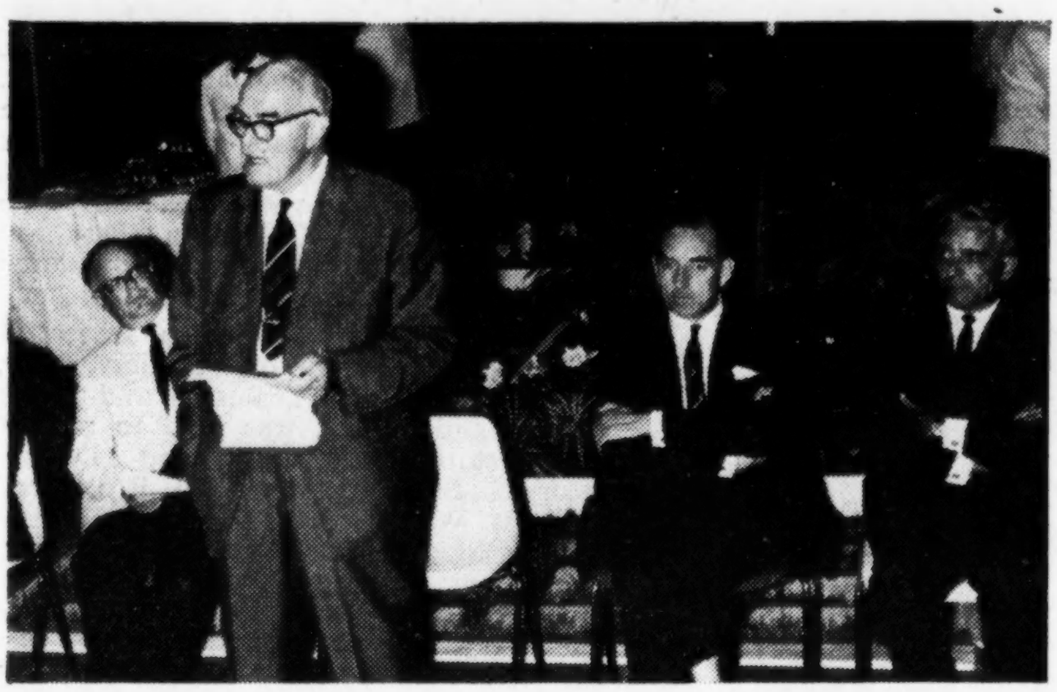
Report by Commercial Department, British Consulate-General, Munich

AT a Trade Exhibition held in Munich from July 26-30, 1966, in conjunction with the 6th International Congress of Clinical Chemistry, eight British firms showed a diverse range of research equipment and biochemical products which are used in the highly specialized and important field of scientific and medical research. Of a total of 88 exhibitors from 11 different countries, Great Britain provided the second largest contingent, the United States being represented by 11 firms.

Three of the British exhibitors were showing their products on a combined stand sponsored by the Board of Trade in conjunction with the London Chamber of Commerce under the 'joint-venture' scheme; they and the five other British firms expressed complete satisfaction at the interest shown and inquiries received during the exhibition period. Britain occupies a leading position in the field of clinical chemistry and a not inconsiderable amount of equipment from the United Kingdom is already in service in research laboratories throughout Germany.

Although it was not expected that any immediate business would be done, satisfaction was expressed by all the British exhibitors at the high standard of inquiries received since the great majority of visitors were those scientists who would be the eventual end-users of the equipment being shown. Considerable interest was shown in the automatic blood cell counting equipment being exhibited at one British firm's stand as well as a new instrument-controlled continuous system of clinical chemistry analysis manufactured by another British firm. The Radiochemical Centre, Amersham, part of the United Kingdom Atomic Energy Authority, reported serious inquiries on their stand where they were showing radioactive re-agents and it was interesting to learn that from an annual sales figure of £2 million worth of radioactive products, some 60 per cent is exported from the Centre to all parts of the world.

The general assessment of the commercial value of the exhibition was overwhelmingly positive, it being felt that much more could be achieved at a specialized event of this type than at the more general chemical exhibition. A decision based on the requested views of all exhibitors will shortly be taken as to whether or not the Exhibition of Clinical Chemistry will become a regular triennial event.



Brigadier Newth, chairman of British Furniture Manufacturers' Export Club, opening the furniture exhibition in connection with the forthcoming British Week in Lyons. The exhibition was aimed primarily at stockists and retailers in Lyons.

EXPORT ASSISTANCE PICK-A-BACK ARRANGEMENTS FOR EXPORTS

A booklet containing the names and addresses of firms who have offered to help other firms with export assistance is published by the export Services Branch of the Board of Trade.

Copies may be obtained free from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 245, Telex 25977), or from any of the Board of Trade Regional Offices.

47th
SWISS NATIONAL FAIR
"Comptoir Suisse"
LAUSANNE, September 10 – 25, 1966

Official foreign guests: Pakistan and Finland

Leaflets obtainable from:

Swiss Embassy, 77-81 Gloucester Place, London, W.1

Swiss Consulate, 56 Spring Gardens, Manchester 2

international trade fair and packaging exhibition

HELSINKI
INTERNATIONAL
TRADE FAIR
SEPT. 15-25, 1966

The Helsinki International Trade Fair is the big event in Finnish foreign trade this year and one of Scandinavia's most important trade exhibitions. There are participants from 34 countries in all; 18 countries have their own official stand. Over 1,500 firms' products will be on display. About a quarter of them are Finnish.
The Helsinki International Trade Fair provides a comprehensive and up-to-the-minute picture of various countries' industrial production and of the latest advances. The International Packaging Exhibition connected with the Fair will include the latest types and methods of packaging.

See you in Helsinki in September!

The shipping combines Finland Steamship Company Ltd., Bore Steamship Co. Ltd., Svea Line, Silja Line and Oy Finnlines Ltd. are granting a special reduction to visitors to the Fair travelling on their passenger ships and car ferries. Further details about the reduction are available from the shipping lines and from travel agents.

Further details from

THE FINNISH FAIR CORPORATION
Helsinki 25, Finland
Telex: 12 1119 finnexpo hki

British gourmet foods and drink do well at Los Angeles

MORE British foodstuffs and drink than ever before were on display at this year's Pacific Fine Foods and Beverage Fair held in the Biltmore Hotel, Los Angeles, on July 17-20. The products of some 80 British firms were featured on the official stand sponsored by the British Consulate-General and financed by the Board of Trade. Of these, as many as 20 firms had sent over new products to test market reaction and compete for the attention of potential agents and distributors.

The fact that there was a record number of new lines available this year was alone sufficient justification for all the effort that went into the exhibit, because there was as usual no lack of distributors and agents looking for something new. Supermarket buyers and retailers, whose eye was caught by particularly attractive new lines, left their name at the stand so that they could be contacted as soon as an agent was appointed. This frequently happened, because the packaging and presentation of British foodstuffs and beverages have vastly improved in recent years. Of the 20 new lines on display, potential agents or distributors were found for 17. In one case, nine distributors were competing for the same line. Where a line was particularly comprehensive and attractive, local firms were so keen to be considered for the agency that they would return to the stand again and again emphasising their interest. Among other lines which attracted attention were tinned pork pies and tinned steak and kidney pies, which appealed to the small restaurant operators, while the Highland Black Bun aroused interest as something so far unique.

British stand

Local agents, whether they were exhibiting in the show themselves or not, were keen to have their British products displayed on the official stand because of the added prestige which this was taken to imply. Five agents, who did not have their own stands in the show, stood by their displays on the British stand to book orders and take note of leads for subsequent follow-up action. One agent, who had something new (Simnel cake) in his range, found so much demand for it that he was confident of being able to book some substantial orders in the next few weeks. Mr. J. Michael Hackett, managing director of the Lindisfarne Mead Co., came over to set up his own display of honey and mead. In his colourful kilt, he has become a show personality from his appearances this year and last. He was able to build up on last year's success, and prospects were reported to be excellent.

Sampling some English cheese at the Los Angeles Pacific Fine Foods Fair are two United States buyers (left) and Mr. B. H. Wilcox (2nd right) Consul Commercial at Los Angeles. Distributing the samples is a British Cheese demonstrator complete with 17th century English costume.

Cheese display

A special effort was again made this year to promote British cheeses in collaboration with a local distributor representing the Milk Marketing Board. The refrigerated cheese display was a highly successful feature in that as many as 50 expressions of interest were received from delicatessen buyers wishing to take on British cheeses for the first time. Four cheeses were sampled on the stand by a demonstrator dressed in English country costume of the late 17th century. She was a great hit. The special promotions organized over the last three years to promote British cheeses are beginning to show encouraging results. Whereas, three years ago, there was only one distributor in Southern California there are now three and a fourth may soon be appointed as a direct result of the show.

To tie in with the Food Fair a successful British Cheese and Beverage Tasting Party, attended by about 300 delicatessen and liquor store owners and buyers, was held to sample Stilton, Cheshire, Caerphilly and Double Gloucester cheeses, together with Beefeaters' Gin, Johnnie Walker Scotch Whisky, Whitbreads' Ale, Mackesons' Stout, Pimms Cups, V. J. Martini, Lindisfarne Mead, Bulmers' Cider and Schweppes Bitter Lemon and Tonic Water, all provided free of charge by the distributors. The drinks were well received, but perhaps the best results at the party were achieved by the distributor of Whitbreads' Ale and Bulmers' Cider, who had two salesmen helping with the sampling. Some indication of the success of the party can be gained from the fact that Steinfelds of Tucson, Arizona, the Gourmet Department of Bullock's new Del Amo store and May Company, particularly the last-named, are anxious to organize special promotions of British foodstuffs and beverages this autumn.

Encouraging success

The Pacific Fine Foods and Beverage Fair has now firmly established itself on the Los Angeles calendar of fairs and exhibitions. This year it attracted 1,200 buyers, importers and brokers, some from as far away as Canada, Hawaii, Maryland, Washington, DC, Florida, San Francisco, Idaho, Utah, Colorado, Nevada, and Arizona. The encouraging success achieved by the British stand this year was only made possible by the excellent support given by British food and beverage manufacturers who have shown themselves to be among the most export-minded of all British firms. They are making some excellent quality products and are showing great imagination and originality in their packaging and presentation.

Market Information

for businessmen going abroad

To business travellers abroad economy of time is a vital factor. In important centres in all overseas countries there are British Commercial Diplomatic Officers who are ready to assist and save valuable time by advising on local market conditions for all kinds of products in which visitors are interested, by providing information about customs duties and import regulations, by helping to find suitable agents or representatives and in various other ways.

All businessmen going abroad are urged to make use of these facilities. If they will first consult the Export Services Branch, any Regional Office of the Board of Trade, or the Ministry of Commerce, Northern Ireland, arrangements can be made for the appropriate officers in the countries they intend to visit to be furnished in advance with details of their requirements.

Get in touch with

Export Services Branch, Board of Trade

HILLGATE HOUSE, 35 OLD BAILEY, LONDON E.C.4. TELEPHONE: CITY 5757

Changes in the Programme of United Kingdom Trade Fairs and Exhibitions and Overseas Trade Promotions (Published on July 8, 1966)

The next full supplement will be published on November 4.

OVERSEAS FAIRS, BRITISH WEEKS AND STORE PROMOTIONS TAKING PLACE WITH BOARD OF TRADE ASSISTANCE – SECTION I.

Further details about an event may be obtained from the officer named (Tel. Abbey 7877). Inquiries for details of the Joint Venture Scheme under which the Board of Trade co-operates with trade associations, and any general inquiries in connection with Section I (Miss J. H. Quested, Ext. 3069).

WESTERN EUROPE – 1966

Delete:

STOCKHOLM: THE IDEAL KITCHEN EXHIBITION 'IDEKOK '66' – October 7-17.

Amendments:

PARIS: MAJOR STORE PROMOTION BY GALERIES LAFAYETTE – August 26.-September 30.

Date should read August 26 and not 27. Also beginning of second sentence should read 10,000 sq. m. of space . . . and not 5,000 sq. m.
(Mr. G. F. Snell, Ext. 2764).

DÜSSELDORF: INTERNATIONAL FASHION AND SALES WEEK (IGEDO) – September 15-18.

This entry should be amended to read: A joint venture with the British Fashion Export Group (11 firms).
(Mr. P. R. Clay, Ext. 3559).

PARIS: MAJOR STORE PROMOTION BY INNO-FRANCE – September 22-29.

Date should read September 22-29 and not November 1966.
(Mr. G. F. Snell, Ext. 2764).

AMSTERDAM AND THE NETHERLANDS: 'EUROPEAN MONTH' BY N. V. SPAR CENTRALE – October.

The promotion has now been abandoned. It is understood, however, that Spar are contemplating organizing a series of 'National Weeks' next year. Further details about this project will be published when they become known.
(Mr. P. S. E. Hooper, Ext. 2755).

PARIS: MAJOR STORE PROMOTION BY AU BON MARCHE – October 1-29.

Second paragraph should read. . . . The promotion will also be repeated in four of the store's provincial branches during November and December and inquiries regarding this promotion should be addressed to M. Carroue, Au Bon Marche, 35 Rue de Sevres, Paris 7e.
(Mr. G. F. Snell, Ext. 2764).

MUNICH: FASHION WEEK – October 2-6.

This entry should be amended to read:

A joint venture with the British Fashion Export Group (9 firms).
(Mr. P. R. Clay, Ext. 3559).

LYONS: BRITISH WEEK – October 21-29.

Plans for the next British Week to be held in Lyons in October are now nearly complete. All the shops in the target area have been visited and several hundred have indicated that they will be making special displays of British goods. To complement the sales of British goods a varied programme of supporting events has been arranged, including sporting fixtures, a fashion display, an art exhibition and performances by the English Opera Group. On the Cours de Verdun will be found the English Show House, the Pub, the Design Centre Display, the City of London Pavilion and the Pavilion of Technology. Birmingham, which is twinned with Lyons, will be sending a British bus and a policeman.

The week will be formally opened by HRH the Duke of Kent. Other distinguished British visitors will include the President of the Board of Trade, Mr. Douglas Jay, the Lord Mayor of London and the Lord Mayor of Birmingham.

Arrangements are being made for leading retailers from Lille, Strasbourg, Marseilles, St. Etienne and Grenoble to visit the Week on October 27. During the Week there will be a series of receptions for French industrialists, Lyons retailers and British businessmen and their agents.

The director of the British Week Office in Lyons is Mr. F. F. D. Ward, 24 rue Childebert, Lyon 2e, France. (Tel Lyon 424649, Telex 33254).
(Mr. J. F. Heath, Ext. 3042).

Additions:

TERSCHELLING (NETHERLANDS): MINOR BRITISH WEEK – August 15-20.

This will be a minor event in which about 15 shops will take part. It is timed to coincide with a visit by a British Warship to celebrate the tercentenary of the invasion of Terschelling by units of the British Navy. A small amount of display material has been supplied.
(Mr. P. S. E. Hooper, Ext. 2755).

HELSINKI: PUKEVA KAPPA – KESKUS, STORE PROMOTION – September 16-23.

This is a medium sized store in the centre of Helsinki which specializes in clothing and textiles. A small quantity of display material has been supplied.
(Mr. P. S. E. Hooper, Ext. 2755).

POITIERS: STORE PROMOTION BY AU PRINTEMPS – September 30-October 22.

Au Printemps is the largest store in Poitiers and will be holding a promotion of British consumer goods covering clothing, confectionery, food and drink, and furniture during this period. Approaches to the store, as in the case of the Lille promotion, should be made to Mr. Schoettl, head of the purchasing department of Au Printemps in Paris.

The Board of Trade will be supplying display material.
(Mr. G. F. Snell, Ext. 2764).

BERGEN: KLOVERHUSET STORE PROMOTION – October 6-13.

This store has held successful British promotions in the past. On this occasion large quantities of goods are being bought from Marks and Spencers. Display material is being supplied.
(Mr. P. S. E. Hooper, Ext. 2755).

BERNE: WOHNKUNST MÄDER. STORE PROMOTION –October 14-23.

This large shop in Berne is organizing an exhibition of British furniture and porcelain. The exhibition will include modern, reproduction and antique furniture.
(Mr. P. S. E. Hooper, Ext. 2755).

BARCELONA: IDEAL HOME AND HOTEL EXHIBITION (HOGAROTEL '66) – November 12-27.

Possible joint-ventures with the Hardware Manufacturers Association and the British Electrical and Allied Manufacturers Association. Firms interested in participation should contact their associations.
(Miss M. S. Jones, Ext. 2788).

Sir Anthony Rumbold, HM Ambassador to Bangkok, signing the ground contract for the British Pavilion for the First Asian International Trade Fair from November 17 to December 10. From left to right are: Mr. R. H. C. Hammond, United Nations Regional Adviser; Mr. T. J. Everard, First Secretary, Commercial, Bangkok; Mr. Michael Montague, chairman, BNEC's Committee for Exports to Asia; Sir Anthony Rumbold; Nai Tob Tolarajsuvachana, Deputy Under Secretary, Thai Ministry of Economic Affairs; and Mom Rachawongse Kirktikun Kittiyakon, Department of Economic Relations, Trade Ministry.

MILAN: INSTRUMENTATION AND AUTOMATION FAIR – November 19-25.
Trade information stand manned by the British Electrical and Allied Manufacturers Association.
(Mrs. J. E. Buckley, Ext. 2782).

WESTERN EUROPE – 1967

Amendments:

HANOVER: INTERNATIONAL BUILDING TRADES EXHIBITION (CONSTRUCTA II) – January 21-29.
This entry should be amended to read:
A joint-venture with the National Council of Building Material Producers (9 firms). Firms interested in participation should contact the Council.
(Mr. P. R. Clay, Ext. 3559).

NUREMBURG: INTERNATIONAL TOY FAIR – February 12-17.
This entry should be amended to read:
A joint-venture with the British Toy Manufacturers' Association (32 firms). Firms interested in participation should contact the Association.
(Mr. P. R. Clay, Ext. 3559).

Additions:

PARIS: INTERNATIONAL CARPET EXHIBITION – January 20-25.
A joint-venture with the Federation of British Carpet Manufacturers. Firms interested in participation should contact the Federation.
(Mr. R. J. Ager, Ext. 2783).

PARIS: INTERNATIONAL FURNITURE SHOW – January 20-25.
A joint-venture with the British Furniture Manufacturers Federation. Firms interested in participation should contact the Federation.
(Mr. R. J. Ager, Ext. 2783).

ATHENS: HILTON HOTEL – February 1-14.
A proposed display of British consumer goods.
(Mr. R. Edmondson, Ext. 2787).

UTRECHT: ROYAL NETHERLANDS INDUSTRIES SPRING FAIR – March 6-14.
Possible joint-ventures with the National Council of Building Material Producers and the Society of British Gas Industries. Firms interested in participation should contact the Council or the Society.
(Mr. R. J. Ager, Ext. 2783).

DÜSSELDORF: INTERNATIONAL FASHION AND SALES WEEK (IGEDO) – March 12-15.
A possible joint-venture with the British Fashion Export Group. Firms interested in participation should contact the Group.
(Mr. P. R. Clay, Ext. 3559).

GOTHENBURG: INTERNATIONAL SEA TRANSPORT EXHIBITION – April 1-9.
Possible joint-ventures with the appropriate trade associations. Firms interested in participation should contact their associations.
(Miss M. S. Jones, Ext. 2788).

DÜSSELDORF: INTERNATIONAL FASHION AND SALES WEEK (IGEDO) – April 23-27.
A possible joint-venture with the British Fashion Export Group. Firms interested in participation should contact the Group.
(Mr. P. R. Clay, Ext. 3559).

STOCKHOLM: EXHIBITION OF POTTERY AND CHINA 1967.
Possible joint-venture with the British Pottery Manufacturers Federation to take place in Spring of 1967. (12 firms).
(Mrs. I. M. Janzen, Ext. 2489).

GIJON: FIRST INTERNATIONAL MINING AND GEOLOGICAL EQUIPMENT FAIR – May 15-23.
Possible joint-venture with the Federation of Associations of Mining Equipment Manufacturers. Firms interested in participation should contact their associations.
(Mrs. I. M. Janzen, Ext. 2489).

GOTHENBURG: SWEDISH TRADE FAIR – May 19-28.
Possible joint-ventures with the appropriate trade associations. Firms interested in participating should contact their associations.
(Mrs. I. M. Janzen, Ext. 2489).

PARIS: INTERNATIONAL HYDRAULICS AND COMPRESSED AIR EXHIBITION – May 19-28.
Trade information stand manned by the Association of Hydraulic Equipment Manufacturers.
(Mr. R. J. Ager, Ext. 2783).

PARIS: INTERNATIONAL CHINA, GLASSWARE AND POTTERY EXHIBITION – June.
Possible joint-ventures with appropriate trade associations.
(Mr. R. J. Ager, Ext. 2783).

BARCELONA: INTERNATIONAL SAMPLES FAIR – June 1-15.
Possible joint-ventures with the appropriate trade associations. Firms interested in participating should contact their associations.
(Mrs. I. M. Janzen, Ext. 2489).

BRUSSELS: INTERNATIONAL HEATING, VENTILATING AND AIR CONDITIONING EXHIBITION – September.
A possible joint-venture with the Society of British Gas Industries. Firms interested in participation should contact the Society.
(Mr. R. J. Ager, Ext. 2783).

CANADA – 1966

Additions:

OTTAWA: E. R. FISHER, STORE PROMOTION – November.
This promotion will feature British menswear and will take place in November.
(Mr. R. A. Hillier, Ext. 2177).

CANADA – 1967

Amendments:

TORONTO: NATIONAL SPORTSMAN'S SHOW – March 10-18.
A possible joint-venture with the British Cycle and Motor Cycle Industries Association Ltd.
(Mr. R. C. Pearson, Ext. 2262).

TORONTO: BRITISH WEEK – October 12-21.
A city-wide British Week, the first to be held in North America, to be organized by the Board of Trade in association with the Committee for Exports to Canada, 27 Northumberland Avenue, London, W.C.2. (Secretary – Miss A. Roush. Tel. Whitehall 3121).
(Mr. A. H. Divers, Ext. 3373).

UNITED STATES – 1966

Amendments:

NEW YORK: B. ALTMAN & CO. STORE PROMOTION – September 6-13.
This promotion will feature British fashion and will take place from September 6-13.
The London Buying House representing this store is O. Zeigler Ltd., 168 Regent Street, London, W.1. (Tel. City 6179).
(Mr. R. A. Hillier, Ext. 2177).

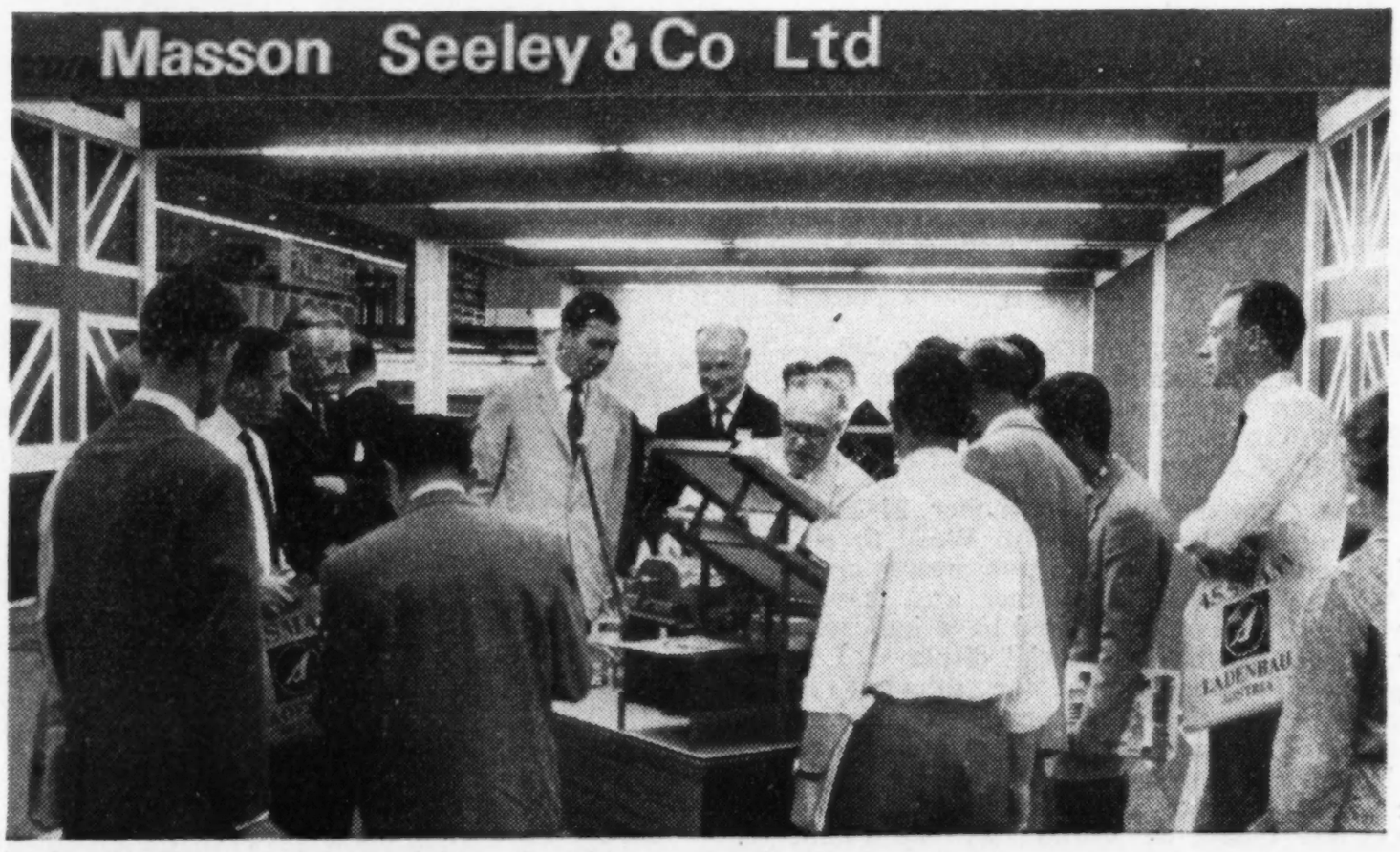
CHICAGO: BASKIN CLOTHING CO. STORE PROMOTION – October 3-15.
This promotion will feature British menswear and will take place from October 3-15.
No London Buying House is known for this store.
(Mr. R. A. Hillier, Ext. 2177).

PITTSBURG: JOSEPH HORNE & CO. STORE PROMOTION – October 17-29.
This promotion will feature British menswear and will take place from October 17-29.
British consumer goods generally will be featured with goods from other countries in an earlier promotion to take place from September 26-October 8.
The London Buying House representing this store is Associated Dry Goods (U.K.) Ltd., 24 Great Titchfield Street, London, W.1. (Tel. Museum 5781).
(Mr. R. A. Hillier, Ext. 2177).

Additions:

DALLAS: TITCHE GOETTINGER CO. STORE PROMOTION – August/September.
This promotion will feature British 'mod'

(*Continued on next page*)



A popular stand at 'Europa 66' – the European Exhibition and Congress for Shopfittings and Display – was that of Masson Seeley Ltd., one of 31 British firms which participated in a combined display sponsored by the Board of Trade. Their range of showcard and ticket machines attracted considerable attention and many worthwhile inquiries were received.

clothing and home furnishings and will take place from late August-late September.

The London Buying House representing this store is Metasco Inc., 167 Oxford Street, London, W.1. (Tel. Gerrard 3301).
(Mr. R. A. Hillier, Ext. 2177).

MILWAUKEE: BRILL'S CO. STORE PROMOTION – August/December.

This promotion will take place in four stores between mid-August-December featuring British menswear.
(Mr. R. A. Hillier, Ext. 2177).

BROOKLYN: ABRAHAM & STRAUSS STORE PROMOTION – September 10-20.

This promotion will feature British menswear and will take place from September 10-20.

The London Buying House representing this store is Associated Merchandising Corporation, 62/64 Brook Street, London, W.1. (Tel. Mayfair 5266).
(Mr. R. A. Hillier, Ext. 2177).

NEW YORK: GIMBEL BROS. STORE PROMOTION – September 12-24.

This major British promotion will feature consumer goods and will take place from September 12-24.

The London Buying House representing this store is Gimbel Bros. Berkeley Square House, Berkeley Square, London, W.1.
(Mr. R. A. Hillier, Ext. 2177).

OAKLAND: JOHN BREUNER CO. STORE PROMOTION –September 12-mid-October.

This promotion will feature consumer goods from Britain and other countries and will take place from September 12-mid-October.

The London Buying House representing this store is Baker Warburg Division, Gus Export International Ltd., 150 Regent Street, London, W.1. (Tel. Regent 7126).
(Mr. R. A. Hillier, Ext. 2177).

SEATTLE: FREDERICK & NELSON STORE PROMOTION – September 23-30.

This promotion will feature consumer goods from Britain and other countries and will take place from September 23-30.

The London Buying House representing this store is Marshall Field & Co., 4 Burlingham Street, London, W.1.
(Mr. R. A. Hillier, Ext. 2177).

NEW YORK: BLOOMINGDALES BROS. STORE PROMOTION – September 23-mid-November.

This promotion will feature British menswear and will take place from September 23-mid-November.

The London Buying House representing this store is Associated Merchandising Corporation, 62/64 Brook Street, London, W.1. (Tel. Mayfair 5266).
(Mr. R. A. Hillier, Ext. 2177).

LOS ANGELES & BEVERLEY HILLS: I. MAGNIN & CO. STORE PROMOTION –September 28-November 9.

This promotion will feature British silverware and china to coincide with Goldsmith's Hall, London display at the Los Angeles County Museum of Art and will take place from September 28-November 9.

The London Buying House representing this store is O. Zeigler, 168 Regent Street, London, W.1. (Tel. City 6179).
(Mr. R. A. Hillier, Ext. 2177).

OCONOMOWOC: SNYDER'S STORE PROMOTION – October 10-22.

This promotion will feature British childrenswear, menswear and womenswear and will take place from October 10-22.
(Mr. R. A. Hillier, Ext 2177).

RICHMOND: THALHIMER BROS. INC. STORE PROMOTION – October 10-22.

This promotion will feature consumer goods from Britain and other countries and will take place from October 10-22.

The London Buying House representing this store is Associated Merchandising Corporation, 62/64 Brook Street, London, W.1. (Tel. Mayfair 5266).
(Mr. R. A. Hillier, Ext. 2177).

SAN BERNADINO: HARRIS & CO. STORE PROMOTION – October 10-24.

This promotion will feature consumer goods from Britain and will take place from October 10-24.
(Mr. R. A. Hillier, Ext. 2177).

CHICAGO: CARSON, PIRIE, SCOTT CO. STORE PROMOTION – October 30-November 12.

This promotion in Urbana Shopping Centre will feature consumer goods from Britain and other countries and will take place from October 30-November 12.

The London Buying House representing this store is Associated Merchandising Corporation, 62/64 Brook Street, London, W.1. (Tel. Mayfair 5266).
(Mr. R. A. Hillier, Ext. 2177).

ROCHESTER: SIBLEY, LINDSAY & CURR CO. STORE PROMOTION – Autumn.

This promotion will feature British menswear and will take place during the autumn.

The London Buying House representing this store is Associated Dry Goods, (U.K.) Ltd., 24 Great Titchfield Street, London, W.1. (Tel. Museum 5781).
(Mr. R. A. Hillier, Ext. 2177).

CLEVELAND: 4TH INTERNATIONAL DIE CASTING EXPOSITION AND CONFERENCE – November 4-17.

A joint-venture with the British Mechanical Engineering Federation. (3 firms).
(Mr. R. C. Pearson, Ext. 2262).

AFRICA –1966

Amendments:

NAIROBI: KENYA INTERNATIONAL TRADE FAIR – September 27-October 1.

An official Information Stand to be manned by representatives of the British High Commission, Nairobi. A possible joint-venture with the Livestock Export Council of Great Britain.
(Miss M. S. Jones, Ext. 2788).

ISRAEL –1966

Additions:

TEL AVIV: KOLBO SHALOM STORE PROMOTION – October 12-29.

This promotion will feature British consumer goods and will take place from October 12-29.

The London Buying House representing this store is Portman (Wholesale and Overseas), Ltd., 40 Duke Street, London, W.1. (Tel. Mayfair 8805).
(Mr. R. A. Hillier, Ext. 2177).

Amendments and Additions to Classified Lists of EXHIBITIONS AND FAIRS – Sections II-IV

No responsibility is taken for the standing of organizations or individuals mentioned in these lists, and dates, etc. may be subject to alteration.

Applications should be made to the organizers or United Kingdom agents for details of costs and conditions of participation, but the Board of Trade Overseas Trade Fairs Directorate, Broadway Buildings, 54 Broadway, London, S.W.1, will be glad to answer general inquiries (Tel. Abbey 7877):

Germany	Ext. 3557
Luxembourg, Italy, Austria, Switzerland	Ext. 2782
Belgium, Netherlands, France	Ext. 2783
East Europe, Western Hemisphere	Ext. 3558
Scandinavia and the rest of the world	Ext. 2496
United Kingdom	Ext. 3008

Information can also be provided about other events, which, owing to space limitation, are not included in the lists.

* event held annually at approximately the time stated.

† event held in alternate years at approximately the time stated.

EUROPEAN TRADE FAIRS AND EXHIBITIONS. Section II

Amendments – 1966:

PARIS: INTERNATIONAL FOOD SALON (SIAL) – November 13-21.

The Board of Trade have been informed that inquiries relating to this event should be addressed to SOPEXA, 24 Rutland Gate, London, S.W.7 (Tel. Kensington 9252), and not to the address previously shown in the *Board of Trade Journal*.

Additions – 1966:

LJUBLJANA: 13TH INTERNATIONAL EXHIBITION OF ELECTRONICS, TELECOMMUNICATION, AUTOMATION AND NUCLEONICS – October 4-9.

* Apply, Reay Parkinson Enterprise, Corringales, Hatfield Heath, Bishop's Stortford, Herts. (Tel. Hatfield Heath 315).

Amendments – 1967:

VERONA: INTERNATIONAL EARTH MOVING & CONSTRUCTION EQUIPMENT EXHIBITION (SA.MO.TER.).

The Board of Trade have been informed that this event will now take place from February 8-13, and not on the dates shown in previous issues of the *Board of Trade Journal*.

VERONA: INTERNATIONAL AGRICULTURAL FAIR.

The Board of Trade have been informed that this event will take place from March 12-20.

COPENHAGEN: INTERNATIONAL HOSPITAL EXHIBITION.

The Board of Trade have been informed that the dates of this exhibition will be May 3-7, and *not* May 16-21 as previously published.

COLOGNE: INTERNATIONAL HOUSEHOLD GOODS AND HARDWARE FAIR.

The Board of Trade have been informed that this event will now take place from September 8-10, and not on the dates shown in previous issues of the *Board of Trade Journal*.

Additions – 1967:

PARIS: INTERNATIONAL FURNITURE EXHIBITION – January 20-25.

† Apply, Commissariat General, 22 Avenue Franklin-Roosevelt, Paris 8e.

MILAN: INTERNATIONAL LEATHER EXHIBITION – January 21-25.

Apply, Mercato Italiano Della Pelleteria, Mipel, Via Leopardi 14, Milan.

LYONS: INTERNATIONAL WOODWORKING MACHINERY EXHIBITION (EXPOBOIS) – February 25-March 6.

† Apply, Commissariat Generale, Comite Intersyndical Expobois, 150 Boulevard Bineau, Meuilly-Sur-Seine.

BRUSSELS: INTERNATIONAL FAIR – April 15-26.

* Apply, Palais du Centenaire, Brussels. (Tel. 26.49.79).

BELGRADE: INTERNATIONAL FAIR OF ENGINES & MOTOR VEHICLES – April 22-30.

Apply, Belgrade Fair Administration, Blvd. Vojvode Misica 14, P.O.B. 408, Belgrade.

LILLE: INTERNATIONAL FAIR – April 22-May 7.

* Apply, Weigel Levgonie & Co. Ltd., 31/32 King Street, London, W.C.2. (Tel. Temple Bar 4825/9).

PARIS: INTERNATIONAL HYDRAULICS AND COMPRESSED AIR EXHIBITION – May 19-28.

† Apply, Salon International des Techniques et Pneumatiques, 20 rue Carpeaux (Seine).

MILAN: INTERNATIONAL LEATHER EXHIBITION – June.

Apply, Mercato Italiano Della Pelleteria, Mipel, Via Leopardi 14, Milan.

BRUSSELS: INTERNATIONAL HEATING, VENTILATING AND AIR CONDITIONING EXHIBITION – September.

* Apply, Salon European du Chauffage, 178 Avenue Louise, Brussels, 5. (Tel. 40.50.64).

MILAN: INTERNATIONAL PACKAGING EXHIBITION (IPACK-IMA) – October 4-10.

* Apply, IPACK-IMA Exhibition, Via Gian Giacomo Mora 13, Milan.

FRANKFURT: INTERNATIONAL BOOK FAIR – October 12-17.
* Apply, Ausstellungs und Messe G.m.b.H. des Borsenvereins des Deutchen Buchhandels e.v., 6 Frankfurt-am-Main Kleiner Hirschgraben 10-12.

VIENNA: LADIES' FASHION SHOW – October 16-19.
Apply, Fachverband de Bekleidungsindustrie Osterreichs, Vienna 3, Schwarzenberg-Platz 4.

GOTHENBURG: SECOND INTERNATIONAL SCANPACK TRADE FAIR – October 19-25.
Apply, A. Vleeshouwers, Scandinexpo AB, Stamgatan 38, Gothenburg C.

TRADE FAIRS AND EXHIBITIONS OUTSIDE EUROPE. Section III

Amendments – 1966:

MONTREAL: CANADIAN SHOE & LEATHER FAIR – October 2-4.
* Apply, Mr. J. Guy-Maheu (General Manager), 1010 St. Catherine Street, West, Suite 710, Montreal 2, Quebec.

(This event appeared in the supplement of the *Board of Trade Journal* on July 8, 1966, as NATIONAL SHOE FAIR).

Additions – 1966:

KARACHI: INTERNATIONAL EXHIBITION OF PHARMACEUTICAL AND SURGICAL PRODUCTS AND MEDICAL LITERATURE – November 26-December 3.
Apply, Pakistan Medical Association (Central), Karachi.

Additions – 1967:

SAN FRANCISCO: NATIONAL SPORTS AND BOAT SHOW – February 3-12.
* Apply, National Sports and Boat Show, 325 Pacific Avenue, San Francisco 11, California.

NEW YORK: 40TH ANNUAL NATIONAL AUTO ACCESSORIES EXPOSITION – February 6-9.
* Apply, Automotive Accessories Manufacturers of America, 1 Bala Avenue, Bala Cynwyed, Pennsylvania.

TORONTO: CANADIAN HARDWARE SHOW – February 6-9.
* Apply, Canadian Retail Hardware Association, 290, Merton Street, Toronto 7, Ontario.

Additions:

TORONTO: CANADIAN NATIONAL SPORTSMEN'S SHOW – February 10-18.
* Apply, Toronto Anglers' & Hunters' Association, 85 King Street East, Toronto 1, Ontario.

MIAMI: 26TH ANNUAL MIAMI INTERNATIONAL BOAT SHOW – February 17-22.
Apply, Mr. John Rogers, Executive Manager, Miami International Boat Show, 1333 South Miami Avenue, Miami, Florida, U.S.A. 33130.

NEW YORK: 17TH INTERNATIONAL TOY & TRADE FAIR – March 5-10.
* Apply, International Trade Shows, 545 Fifth Avenue, New York 17, N.Y.

MONTREAL: GIFT SHOW – March 6-9.
* Apply, National Gift Shows, Seccombe House, 443 Mount Pleasant Road, Toronto 7, Ontario.

CHICAGO: NATIONAL BOAT, TRAVEL AND OUTDOOR SHOW – March 24-April 2.
* Apply, The Outboard Boating Club of America, 307 North Michigan Avenue, Chicago 1, Illinois.

NEW YORK: NATIONAL SHOE FAIR OF AMERICA – April 2-5.
Apply, Mr. J. P. Gibbons, Exhibition Manager, Hotel New Yorker, New York, N.Y.

NEW YORK: NATIONAL LIGHTING EXPOSITION – April 30-May 3.
† Apply, Robert Pomerance, Show Director, Snitow Organisation, 331 Madison Avenue, New York, N.Y.

Mr. R. S. Isaacson (centre), British Ambassador in Berne, with Mr. A. de Gelsey (left), managing director of the Sericol Group Ltd., and Mr. R. Olley, President of the Display Producers and Screen Printers Association at the European Screen Printing Congress and Exhibition in Zurich.

ATLANTIC CITY: KNITTING ARTS EXHIBITION – May 8-12.
† Apply, Mr. Robert T. Kenworthy, Knitting Arts Exhibition, 10 East 40th Street, New York, N.Y. 10016.

TRADE FAIRS AND EXHIBITIONS IN THE UNITED KINGDOM. Section IV

Amendments:

The address of the organizers of the 'Autumn Shoes' Exhibition is 84/88 Great Eastern Street, London, E.C.2, and not 84/88 Great Queen Street, London, E.C.2, as shown in the *Board of Trade Journal* Supplement of July 8.

The address of the organizers of the Leathergoods Luggage and Handbag Fair is 9 St. Thomas Street, London, S.E.1, and not 9 St. Thomas Street, London, W.1, as shown in the *Board of Trade Journal* Supplement of July 8.

Additions – 1966:

LONDON: JUNIOR FASHION FAIR – October 31-November 3. At RHS Old Hall, S.W.1.
* Apply National Childrens' Wear Association, 40/42 Oxford Street, London, W.1. (Tel. Museum 1833/4).

Additions – 1967:

LONDON: INTERNATIONAL FURNITURE SHOW (INTERFURN '67) – January 30-February 11 (January 30-February 1, Trade Days).
† Apply, BFM Exhibitions Ltd., Commonwealth House 1/19 New Oxford Street, London, W.C.1. (Chancery 9011).

LONDON: CAMPING AND OUTDOOR LIFE EXHIBITION – February 3-11. At Olympia.
* Apply, Trades Exhibitions Ltd., Exhibition House, Spring Street, London, W.2. (Tel. Ambassador 2886).

LONDON: INTERNATIONAL MEN'S AND BOYS' WEAR EXHIBITION (IMBEX '67) – February 27-March 3. At Earls Court.
* Industrial & Trade Fairs Ltd., Commonwealth House, 1/19 New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

LONDON: INTERNATIONAL AUDIO FESTIVAL & FAIR – March 30-April 2. At Hotel Russell, W.1.
* Apply, C. Rex-Hassan & Associates, 42 Manchester Street, London, W.1. (Tel. Hunter 2080).

LONDON & PROVINCES: BRITISH FASHION WEEKS (LONDON PRESENTS) – April 10-31. LONDON FASHION WEEK – April 24-29.
* Apply, Mr. A. T. Elvy, Apparel, Fashion Industry's Association and British Fashion Export Group, 92 New Cavendish Street, London, W.1. (Tel. Museum 1260 and Langham 3353).

DUNDEE: SCOTLAND'S FOOD EXHIBITION – April 11-22. At Cairb and Marroyat Hall.
* Apply, Scottish Trades Markets and Exhibitions Ltd., City Hall, Deansgate, Manchester 3. (Tel. Deansgate 6363).

LONDON: JUNIOR FASHION FAIR – April 24-27. At RHS New Hall, S.W.1.
* Apply, National Children's Wear Association, 40/42 Oxford Street, London, W.1. (Tel. Museum 1833/4).

LONDON: PRESENTATION OF CHILDREN'S AND TEENAGE FASHIONS – April 24-27. At Piccadilly Hotel, W.1.
* Apply, Mr. A. T. Elvy, Teenage, Infants' and Girls' Fashion Fair Organisation, 92 New Cavendish Street, London, W.1. (Tel. Museum 1260 and Langham 3353).

NORWICH: ROYAL NORFOLK SHOW – June 28-29.
* Apply, The Secretary, Royal Norfolk Agricultural Association, Showground Office, Dereham Road, Nr. Costessey, Norwich. (Tel. Diss 2444).

STONELEIGH ABBEY: ROYAL SHOW – July 4-7.
* Apply, The Royal Agricultural Society of England, 35 Belgrave Square, London, S.W.1. (Tel. Belgravia 5323).

BRIGHTON: MENSWEAR ASSOCIATION OF BRITAIN CONVENTION & EXHIBITION – September 19-21. At Hotel Metropole.
* Apply, Menswear Association of Britain Ltd., 21 Cavendish Place, Cavendish Square, London, W.1. (Tel. Langham 2918).

BRIGHTON: PURCHASING OFFICERS' ASSOCIATION CONFERENCE AND MINIBITION – September 28-30. At Hotel Metropole.
* Apply, Purchasing Officers' Association, York House, Westminster Bridge Road, London, S.E.1. (Tel. Waterloo 1851).

LONDON: BUSINESS EFFICIENCY EXHIBITION – October 3-11. At Olympia.
* Apply, Business Equipment Trade Association, 109 Kingsway, London, W.C.2. (Tel. Holborn 6233).

LONDON & PROVINCES: BRITISH FASHION WEEKS LONDON PRESENTS) – October 9-November 30. LONDON FASHION WEEK – October 23-27.
* Apply, Mr. A. T. Elvy, Apparel & Fashion Industry's Association and British Fashion Export Group, 92 New Cavendish Street, London, W.1. (Tel. Museum 1260 and Langham 3353).

LONDON: PRESENTATION OF CHILDREN'S AND TEENAGE FASHIONS – October 23-26. At Piccadilly Hotel, W.1.
* Apply, Mr. A. T. Elvy, Teenage, Infant's and Girls' Fashion Fair Organisation, 92 New Cavendish Street, London, W.1. (Tel. Museum 1260 and Langham 3353).

LONDON: JUNIOR FASHION FAIR – October 23-26. At RHS Old Hall, S.W.1.
* Apply, National Children's Wear Association, 40/42 Oxford Street, London, W.1. (Tel. Museum 1833/4).

MANCHESTER: DO-IT-YOURSELF AND GARDENING EXHIBITION – November 7-18. At City Hall.
* Apply, Provincial Exhibitions Ltd., City Hall, Deansgate, Manchester 3. (Tel. Deansgate 6363).

Overseas Trade and Exports

Improved telephone communications with the Far East

THE GPO announce that from July 29 telephone operators at the International Exchange in London have been dialling for themselves telephone numbers in Hong Kong and have been able to connect calls there more quickly than before. In the reverse direction operators in the Hong Kong International Exchange are able to connect calls to subscribers on most automatic exchanges in this country without assistance from our operators.

This has been made possible by completion of another link in the 2058 nautical mile Commonwealth cable system in South East Asia (SEACOM) between Hong Kong and Guam.

Telex installed in Warsaw

TELEX FACILITIES have now been installed in the Commercial Department of the British Embassy in Warsaw (address: Aleje Roz, 1). They are available to British businessmen and commercial organizations. The following charges apply:

Up to three minutes – a minimum charge of 35 zlotys.
For each additional minute – 12 zlotys.

The telex facilities can be made use of during the following periods (local time):

0900-1300 hours
1430-1700 hours } Monday to Friday
0900-1300 hours Saturday

The number of the Warsaw telex machine is 81-694, and the Answerback Code is PRODROME WA.

Hints to businessmen visiting Bolivia

A revised edition of the booklet on Bolivia has been published in the 'Hints to Business Men' series.

British businessmen who intend visiting this country on export business can obtain a copy of the booklet on application to Export Services Branch, Board of Trade, Room 020, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 7146), or to any Regional Office of the Board of Trade, or on personal application to the Export Information Centre, Board of Trade, 50 Ludgate Hill, London, E.C.4.

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Branch is at 50 Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from 9.30 a.m. to 5.30 p.m.

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Grams: Geest, Telex, Spalding. Telex 32235
Port Offices: No. 2 Dock, Barry, Glamorgan. Tel: Barry 4121. Telex 49428
Albert Edward Dock, Preston, Lancs. Tel: Preston 29261. Telex 67642

Agents:
Killick, Martin & Company Ltd., Dunster House, Mark Lane, London, EC3. Tel: Mincing Lane 3100. Telex 28424
Killick, Martin (Southampton) Ltd., Havelock Chambers, Queens Terrace, Southampton. Tel: 28771 Telex 47633
A. H. Seale & Company Ltd., St. Martin House, Bull Ring, Birmingham, 5. Tel: Midland 9051
R. M. Beveridge & Company Ltd., 200 St. Vincent Street, Glasgow, C1. Tel: Central 3615/6. Telex 778118
54 Commercial Street, Dundee. Tel: Dundee 22131. 64 Constitution Street, Leith, Edinburgh. Tel: Leith 1557

Information for exporters

Brief details are given below of overseas inquiries for British products, contracts open for tender, reports on commercial conditions abroad, export trade openings, etc., issued recently by the Export Services Branch, Board of Trade, to subscribers to the 'Export Service Bulletin.'

The Bulletin, published daily from Monday to Friday, is available to British manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room H28, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 433. Telex 25977. Answer back: Bothillgate, Ldn.) Copies of particular issues containing further details of the items referred to below can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.

Calls for tender

Inquiries connected with the calls for tender mentioned below should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 404 and 406). Please quote reference numbers, country and commodity in all inquiries. The date given is the closing date, and refers to the current year unless otherwise indicated.

*Tender documents are available on loan in those cases marked with an asterisk.**

The number in brackets indicates the Bulletin in which published.

AUSTRALIA

(147/66) Diesel Electric Railways for Commonwealth Railways, Melbourne. September 20. E.S.B. 28649/66*

(147/66) Ice Point Reference Junction for Contract Board. (Further Information.) E.S.B. 25037/66.*

(146/66) Bridge Construction for Highways and Local Government Department. October 18. E.S.B. 28310/66.

(147/66) Lathe for Melbourne City Council. August 24. E.S.B. 28648/66.

(148/66) Bogie Louvre Vans for South Australian Railways. September 26. E.S.B. 28941/66.

State Electricity Commission of Victoria:

(145/66) Power Line Equipment. August 22. E.S.B. 27880/66.*

(145/66) Relay Cubicles. August 22. E.S.B. 27881/66.*

(147/66) Axle Boxes for Victorian Railways. August 17. E.S.B. 28645/66.*

BURMA

Myanma Export Import Corporation:

(143/66) Pipe and Valve Fittings. August 24. E.S.B. 27567/66.*

(143/66) Twist Drills. August 24. E.S.B. 27566/66.*

(143/66) Welding Equipment and Accessories. August 31. E.S.B. 27565/66.*

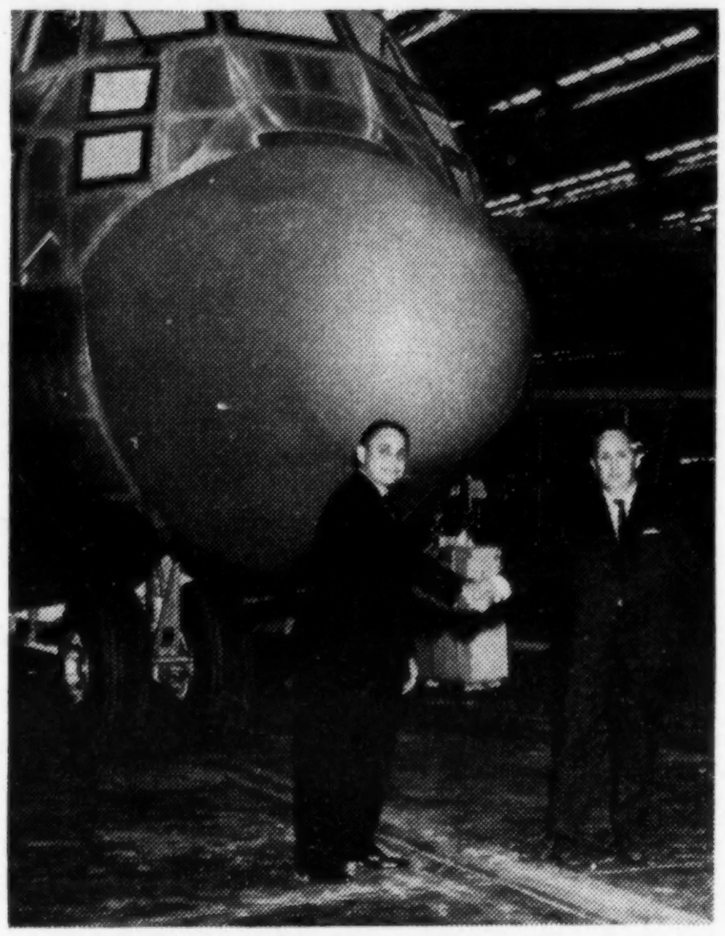
(143/66) Drills. August 24. E.S.B. 27563/66.*

(143/66) Twist Drills. August 31. E.S.B. 27564/66.*

(144/66) Metal Shapes, Bolts and Pipe. August 21. E.S.B. 27599/66.*

(144/66) Protective Clothing. August 20. E.S.B. 27802/66.*

(144/66) Shaft Winch. August 20. E.S.B. 27803/66.*



Marston Excelsior Ltd., Wolverhampton – a member of the IMI Group – delivered the prototype radome for the Lockheed C-130 Hercules aircraft 6 weeks after the Lockheed-Georgia Corporation placed the contract for 43 radomes with them in April. The C-130 radome incorporates a de-icing system and a network of air passages built into the surface are connected to glass fibre ducting on the inside of the radome.

Photo above shows Marston Excelsior's General Manager, Mr. C. Westgarth (right), handing over the radome to Lockheed's Purchasing Manager at the Marietta plant, Georgia.

(144/66) Pumping Equipment. August 20. E.S.B. 27804/66.*

(144/66) Mine Ventilation Equipment. August 20. E.S.B. 27805/66.*

CANADA

(148/66) Spillway Radial Gates and Hoists for B.C. Hydro and Power Authority. September 20. E.S.B. 28946/66.

Manitoba Hydro:

(145/66) Auto Transformers. August 25. E.S.B. 27879/66.*

CEYLON

(147/66) Construction Machinery and Miscellaneous Equipment for Director of Irrigation. (Further Information.) E.S.B. 27523/66.*

(148/66) Water Supply Scheme for Ministry of Health. August 29. E.S.B. 28568/66.

(148/66) Air Conditioning Plants for Tender Board, Government Electrical Undertakings. September 15. E.S.B. 28670/66.

COLOMBIA

(148/66) Dam Construction for Empresas Publicas de Medellin. October 11. E.S.B. 28925/66.

CYPRUS

(144/66) Water Meters for Tender Board, Treasury. August 20. E.S.B. 27818/66.*

UNITED ARAB REPUBLIC (EGYPT)

(147/66) Kraft Paper for Aboukir Military and Civil Industries Co. August 20. E.S.B. 28362/66.*

(143/66) Steel for Egyptian Railways. (Further Information.) Re-issue of Tender: Closing date now September 1. E.S.B. 16434/66.

EL SALVADOR

(146/66) Soap for La Proveeduria General de la Republica. August 18. E.S.B. 28367/66.*

ETHIOPIA

(145/66) Steel Rails for Franco-Ethiopian Railway Co. (Further Information.) October 15. E.S.B. 12589/66.

FORMOSA

Central Trust of China:

(144/66) Liquid Gauge and Control Alarm. August 17. E.S.B. 27820/66.*

(144/66) Laboratory Equipment. August 11. E.S.B. 27819/66.*

(144/66) X-Ray Film and Developer. August 15. E.S.B. 27824/66.*

(144/66) Welding Helmets. August 17. E.S.B. 27825/66.*

(144/66) Seamless Pipe. August 17. E.S.B. 27826/66.*

(147/66) Wire Rope. August 25. E.S.B. 28679/66.*

(147/66) Laboratory Equipment. August 30. E.S.B. 28630/66.*

(147/66) Surface Grinder. August 29. E.S.B. 28641/66.*

(147/66) Hose. August 29. E.S.B. 28643/66.*

(147/66) Lubricant Equipment. August 30. E.S.B. 28644/66.*

(147/63) Electrical Equipment. August 26. E.S.B. 28673/66.*

(148/66) Valves. August 18. E.S.B. 28680/66.*

(148/66) Hoist Pullers. August 26. E.S.B. 28674/66.*

(148/66) Manometer-Servo. August 20. E.S.B. 28675/66.*

(148/66) Thickness Tester. August 19. E.S.B. 28676/66.*

(148/66) Laboratory Equipment. August 19. E.S.B. 28677/66.*

(148/66) Ductor Ohmmeter, Oil Filter and Valves. August 30. E.S.B. 28636/66.*

(148/66) M.S. I-Beams and M.S. Channel. August 27. E.S.B. 28642/66.*

(148/66) Hot Line Tools and Accessories. August 25. E.S.B. 28678/66.*

(148/66) Zinc Plate; Electric Saw. August 27. E.S.B. 28634/66.*

(148/66) Furnace. August 31. E.S.B. 28635/66.*

(148/66) Electrical Instruments. August 29. E.S.B. 28637/66.*

(148/66) Electrical Measuring Instruments. August 27. E.S.B. 28638/66.*

(148/66) Platinum Catalyst Gauze. Auguts 31. E.S.B. 28640/66.*

(148/66) Roller Chains. August 25. E.S.B. 28902/66.*

GHANA

Ghana Supply Commission:

(144/66) Watt Hour Meters. August 29. E.S.B. 27828/66.*

GREECE

(144/66) Animal Feed Mills for Agricultural Bank of Greece. (Further Information) This tender has been cancelled and superseded by Tender No. 1952/A. Closing date September 1. E.S.B. 17901/66.*

Hellenic State Railways:

(146/66) Brake Accessories. August 30. E.S.B. 28395/66.*

(146/66) Electric Spot Welder. August 19. E.S.B. 28396/66.*

(147/66) Creosote Oil. August 19. E.S.B. 28397/66.*

Ministry of Commerce:

(146/66) Anti-Freeze. August 17. E.S.B. 28392/66.*

(147/66) Steam Producing Unit. August 22. E.S.B. 45193/65.*

147/66) Bank Post Paper. August 19. E.S.B. 28393/66.*

(144/66) Maintenance Equipment for Ministry of Communications. August 24. E.S.B. 27842/66.*

HONG KONG

Stores Department:

(147/66) Pig Food. August 19. E.S.B. 28617/66.*

(147/66) Stationery. August 19. E.S.B. 28615/66.*

INDIA

Beas Purchasing Organization:

(143/66) Welding Sets. August 23. E.S.B. 27542/66.

(143/66) Diesel Engine. August 24. E.S.B. 27549/66.

(143/66) Diesel Engine. August 24. E.S.B. 27545/66.

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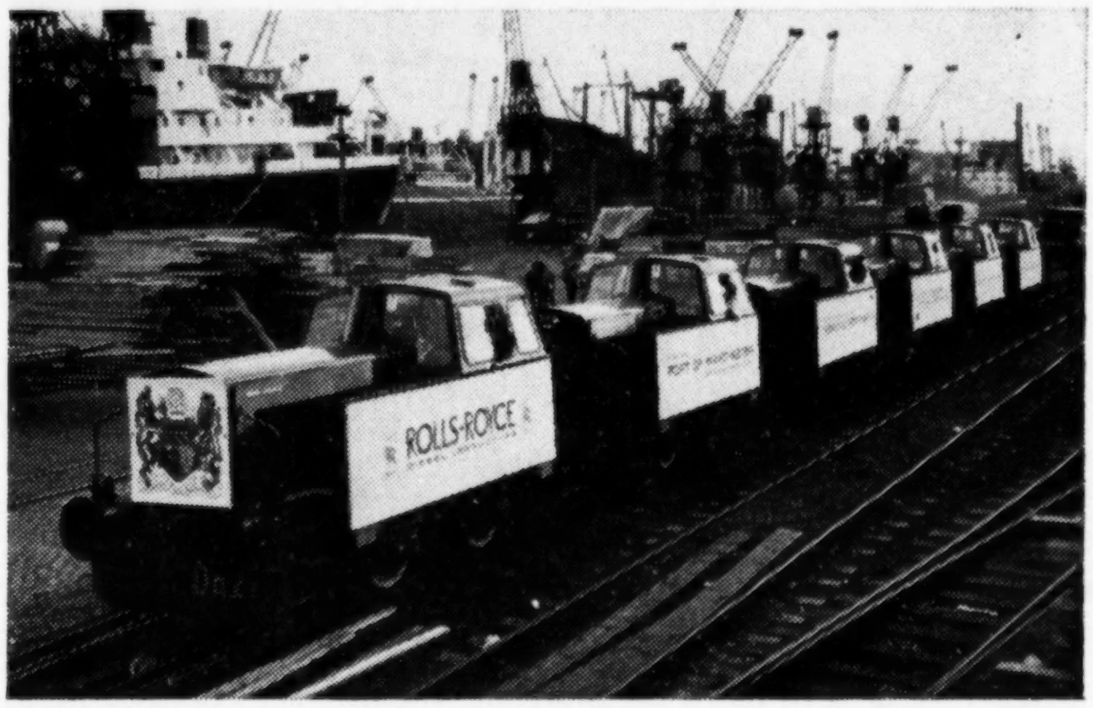
Senior engineers from five Australian shipping companies visited the Liverpool and Newton-le-Willows works of English Electric recently. They were shown work being done in the company's fusegear and switchgear divisions and saw English Electric and Napier 'Deltic' diesel engines and Napier turbo-chargers being made. (*See page* 328.)



To speed up the export of cargo at Manchester Docks, the Port Authority have recently replaced all their old steam locomotives with Rolls-Royce diesel hydraulic units. Manufactured at Shrewsbury the locomotives weigh 34 tons and were received on behalf of the Port Authority by the Mayor of Salford, Alderman F. Dewhurst.

(144/66) Spare Parts for Auto-Feeds. August 31. E.S.B. 27582/66.
(144/66) Rock Drills. August 17. E.S.B. 27583/66.
(144/66) Dock Construction Project for Commissioners for the Port of Calcutta. November 1. E.S.B. 27579/66.
(146/66) Drilling and Fishing Tools for Directorate of Agriculture, Madras. August 20. E.S.B. 28385/66.

Directorate General of Supplies and Disposals:
(144/66) Machine Tools. (Further Information.) E.S.B. 25017/66.*
(145/66) Relays. August 17. E.S.B. 28361/66/DLF.
(146/66) Hydraulic Wheel Press. August 30. E.S.B. 28391/66.*
(147/66) Balancing Machine. August 18. E.S.B. 28389/66.*
(147/66) Profile Milling Machines. September 13. E.S.B. 28390/66.*
(144/66) Dandy Roll for Government of Kerala. September 1. E.S.B. 27850/66.*
(145/66) Miscellaneous Stores for Hindustan Aeronautics Ltd. August 30. E.S.B. 27891/66.

Hindustan Cables Ltd.:
(148/66) Copper Bar. (Further Information.) Tender documents now available. E.S.B. 27180/66.*
(148/66) Copper Wire. (Further Information.) Tender documents now available. E.S.B. 27181/66.*

Indian Telephone Industries Ltd.:
(147/66) Reamers. (Further Information.) Tender documents now available. E.S.B. 27120/66.*
(147/66) Steel Strips. September 12. E.S.B. 28387/66.
(148/66) Wire for Magnetic Cores. September 12. E.S.B. 28388/66.

Madras State Electricity Board:
(146/66) Dredging Equipment. August 19. E.S.B. 28386/66.
(147/66) Testing Equipment. (Further Information.) Tender documents now available. E.S.B. 26507/66.*
(145/66) Construction of Spillway for Maharashtra Irrigation and Power Department. (Further Information.) Amendments to Tender. Closing date now August 22. E.S.B. 11531/66.
(145/66) Traction Sub Stations for South Eastern Railway. (Further Information.) Tender documents now available. E.S.B. 27580/66.*

IRAN

Iranian State Railways:
(146/66) Bolts, Nuts, Washers and Clips. November 2. E.S.B. 28329/66.*
(146/66) Fishplates. October 29. E.S.B. 28330/66.*
(146/66) Railway Sole Plates. October 25. E.S.B. 28332/66.*
(146/66) Sleeper Screws. November 1. E.S.B. 28331/66.*
(145/66) Electro-Compressor. October 17. E.S.B. 27898/66.*
(145/66) Drills. October 16. E.S.B. 27897/66.*
(145/66) Fluorescent and Pinholder Lamps. October 18. E.S.B. 27899/66.*
(145/66) Rail Anchor Clips. October 23. E.S.B. 27900/66.*
(148/66) Black Iron Pipe for Tehran Regional Electricity Authority. August 21. E.S.B. 28672/66.*

IRAQ

Iraqi Republic Railway Services:
(146/66) Diesel Locomotives. October 31. E.S.B. 28327/66.*
(146/66) Rolling Stock and Brake Carriages. October 17. E.S.B. 28368/66.*
(145/66) Mobile Service Equipment for Ministry of Communications. October 15. E.S.B. 28323/66.

Ministry of Defence:
(143/66) Various Garments: Reels for Ropes. September 3. E.S.B. 27384/66.
(145/66) Chemicals and Laboratory Equipment. September 10. E.S.B. 28326/66.*

IRISH REPUBLIC

(144/66) Lighting Equipment for Shannon Free Airport Development Co. Ltd. Closing date not known. E.S.B. 27848/66.

JORDAN

Jordan Cement Factories Co. Ltd.:
(147/66) Metal Plates. August 22. E.S.B. 28315/66.*
(147/66) Crane Components. August 22. E.S.B. 28314/66.*
(148/66) Hardware. August 22. E.S.B. 28313/66.*
(146/66) Tyres and Tubes for Jordanian Electric Power Co. Ltd. August 18. E.S.B. 28316/66.

Jordan Petroleum Refinery Co. Ltd.:
(146/66) Iron Trays and Bubble Caps. August 30. E.S.B. 28374/66.*
(146/66) Air Compressors and Accessories. August 30. E.S.B. 28375/66.*

KOREA

Office of Supply:
(147/66) Textile Machinery. August 25. E.S.B. 28618/66.*
(147/66) Plywood Processing Plant. August 25. E.S.B. 28619/66.*

LEBANON

(144/66) Meteorological Equipment for Direction Generale des Adjudications. August 17. E.S.B. 27853/66.*

LIBYA

(148/66) Construction Projects for Public Works Department. August 29. E.S.B. 28927/66.

MALAGASY REPUBLIC

(143/66) Insecticide for Ministere des Finances et du Commerce. Closing date not known. E.S.B. 27572/66.*

MALTA

Directorate of Contracts:
(147/66) Toilet Soap. August 24. E.S.B. 28624/66.*
(147/66) Turkish Face Towels. August 24. E.S.B. 28625/66.*
(147/66) Shoes. August 24. E.S.B. 28620/66.*
(147/66) Bedsteads. August 24. E.S.B. 28621/66.*
(147/66) Sheeting. August 24. E.S.B. 28626/66.*
(148/66) Steel Bed Tables. August 24. E.S.B. 28622/66.*
(148/66) Socks. August 24. E.S.B. 28623/66.*
(148/66) Heat Retaining Dishes. August 24. E.S.B. 28627/66.*
(148/66) Leather Sandals. August 24. E.S.B. 28628/66.*

NEW ZEALAND

General Post Office:
(147/66) Cable. August 31. E.S.B. 28612/66.*
(147/66) Line Wire. August 25. E.S.B. 28659/66.*
(147/66) Switchboard Cable. August 30. E.S.B. 28613/66.*
(148/66) Stationery Sundries for Government Printing Office. September 2. E.S.B. 28658/66.*

PAKISTAN

(144/66) Knapsack Sprayers for East Pakistan Agricultural Development Corporation. August 24. E.S.B. 27840/66.*

PHILIPPINES REPUBLIC

(143/66) Transformers for National Power Corporation. August 31. E.S.B. 27584/66.*

National Waterworks and Sewerage Authority:
(144/66) Pumping Station and Reservoir. September 4. E.S.B. 27801/66.*
(144/66) Concrete Admixtures. (Pre-Qualification.) August 24. E.S.B. 27815/66.*

SINGAPORE, REPUBLIC OF

(147/66) Teleprinter Equipment for Director of Telecommunications. August 22. E.S.B. 28633/66.*
(147/66) Water Treatment Plant for Public Utilities Board. August 30. E.S.B. 28629/66.

SOUTH AFRICA

State Tender Board:
(145/66) Chisels. August 18. E.S.B. 28337/66.*
(145/66) Electric Motors. August 17. E.S.B. 28339/66.*
(146/66) Postage Stamp Paper. November 25. E.S.B. 28333/66.*
(146/66) Bar Steel. August 17. E.S.B. 28336/66.*
(146/66) Tractors. August 18. E.S.B. 28340/66.*
(146/66) Thread Milling Hobbers. August 18. E.S.B. 28341/66.*
(146/66) Excavators. August 18. E.S.B. 28342/66.*
(146/66) Front Endloaders. August 18. E.S.B. 28343/66.*
(146/66) Cranes. August 25. E.S.B. 28346/66.*
(146/66) Agricultural Tractors. August 25. E.S.B. 28348/66.*
(146/66) Clearing Saws. August 25. E.S.B. 28349/66.*
(146/66) Tractor Dozers. August 18. E.S.B. 28350/66.*
(146/66) Dump Trucks. September 8. E.S.B. 28344/66.*
(146/66) Surfacing Machine. August 25. E.S.B. 28345/66.*

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(146/66) Centrifugal Pump. August 18. E.S.B. 28347/66.*
(147/66) Concrete Mixers. August 25. E.S.B. 28351/66.*
(148/66) Laboratory Glassware. August 25. E.S.B. 28911/66.*

Transvaal Provincial Tender Board:
(144/66) Electronic Wheel Balancer. August 19. E.S.B. 27810/66.*
(144/66) Workshop Crane. August 19. E.S.B. 27811/66.*
(144/66) Arc Welders. August 19. E.S.B. 27812/66.*
(144/66) Road Rollers. August 19. E.S.B. 27813/66.*
(144/66) Generator Plants. August 19. E.S.B. 27814/66.*
(148/66) Crawler Tractors. September 2. E.S.B. 28912/66.*

SPAIN
(146/66) Ammonia Plant for Directorate General of Industries. September 15. E.S.B. 28382/66.*
(144/66) Diesel Locomotive for Ministerio de Obras Publicas. August 24. E.S.B. 27870/66.

SUDAN
(147/66) Paper for Government Printing Press. September 10. E.S.B. 28662/66.*

Sudan Railways:
(145/66) Glass Tumblers. August 22. E.S.B. 27894/66.*
(147/66) Clamps. September 15. E.S.B. 28664/66.*
(148/66) Coupling Links and Pins. September 14. E.S.B. 28663/66.*
(148/66) White Metal Ingots. August 22. E.S.B. 28665/66.*

THAILAND
(144/66) Meters and Adapters for Metropolitan Electricity Authority. September 8. E.S.B. 27586/66.*

State Railway of Thailand:
(144/66) Ceiling Fans. August 18. E.S.B. 27859/66.
(144/66) Cotter Pins. August 17. E.S.B. 27857/66.

TUNISIA
(148/66) Electrical Installations and Equipment for Societe Tunisienne de l'Electricite et du Gaz, (Advance Information.) E.S.B. 28646/66.

TURKEY
(146/66) Pumps for Naval Forces Command. August 22. E.S.B. 28353/66.*
(146/66) Radio Crystals for P.T.T. Administration. August 19. E.S.B. 28352/66.*

UNITED STATES OF AMERICA
(145/66) Drilling Rig and Ancillary Equipment for the United Nations, New York. August 17. E.S.B. 27892/66.*
(146/66) Generators for United States Army Engineer District, September 1. E.S.B. 27809/66.*

VENEZUELA
Instituto Nacional de Obras Sanitarias:
(144/66) Water Treatment Equipment. August 30. Tender documents in Spanish available. E.S.B. 27865/66.*
(148/66) Steel Cylinders. August 19. E.S.B. 28922/66.*

Agency and export opportunities, market surveys, etc.

Brief details are given below of overseas inquiries for British products, agencies, export opportunities, market surveys, etc., issued recently by the Export Services Branch, Board of Trade, to subscribers to the 'Export Service Bulletin'.

The Bulletin, published daily from Monday to Friday, is available to British manufacturers and exporters at a subscription of £10 10s. a year. A subscription form and specimen copy can be obtained from the Export Services Branch, Board of Trade, Room H28, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 433. Telex 25977. Answer back: Bothillgate. Ldn.).

Copies of those issues, which contain further details of the following items, can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.

The number in brackets indicates the Bulletin in which the inquiry appeared. This number, the country and commodity should be quoted in all inquiries. (Telephone inquiries to City 5757, Ext. 427).

Australia
(144/66) Agency inquiry for iron oxide. E.S.B. 27719/66.
(145/66) Agency inquiry for druggists' sundries; hair dressing products; hardware; toys and games. E.S.B. 24887/66.
(148/66) Agency inquiry for footwear; knitwear. E.S.B. 28422/66.
(148/66) Agency inquiry for tweed. E.S.B. 28278/66.
(145/66) Agency inquiry for electron valves semi-conductors. E.S.B. 27649/66.
(143/66) Inquiry for doors and door furniture lamps. E.S.B. 24061/66.
(144/66) Inquiry for caving, mountaineering, ski-touring and walking equipment. E.S.B. 27791/66.
(144/66) Inquiry for gas burner blocks. E.S.B. 23099/66.
(144/66) Manufacture under licence in Britain – guttering. E.S.B. 27480/66.
(148/66) Inquiry for carpets and carpet fittings; floor and wall coverings; furnishing and upholstery materials; rugs. E.S.B. 28508/66.

Austria
(145/66) Agency inquiry for woollen fabrics. E.S.B. 28062/66.
(145/66) Inquiry for chemical raw materials; cosmetic products. E.S.B. 25367/66.

Bahamas
(144/66) Inquiry for carpets; decorating supplies; furniture. E.S.B. 25863/66.

Bahrain
(144/66) Inquiry for clothing; cutlery; domestic electrical appliances; fancy goods; furniture and furnishings; household textiles and utensils. E.S.B. 27620/66.
(144/66) Inquiry for household furniture. E.S.B. 27944/66.

Belgium
(144/66) **Inquiry for** aluminium building materials. E.S.B. 27685/66.
(146/66) Inquiry for leather. E.S.B. 28197/66.

Brazil
(145/66) Inquiry in respect of agricultural stores and silos. E.S.B. 27978/66.

British Honduras
(144/66) Inquiry for ladders; lime. E.S.B. 27956/66.
(144/66) Inquiry for shirts; women's underwear and blouses. E.S.B. 27766/66.

Canada
(144/66) Inquiry for iron castings. E.S.B. 27468/66.
(144/66) Inquiry for cathodic material and related products; steel tube fittings. E.S.B. 20940/66.
(144/66) Inquiry for children's knitwear. E.S.B. 20220/66.
(145/66) Inquiry for automotive parts and accessories; baby carriages; bicycles and tricycles. E.S.B. 26916/66.
(145/66) Inquiry for loudspeakers. E.S.B. 27484/66.
(146/66) Inquiry for pleasure craft; for sporting goods; toys. E.S.B. 14682/66.
(147/66) Inquiry for harris tweeds; stage backdrop cotton. E.S.B. 28255/66.
(147/66) Inquiry for sawmill and logging machinery and equipment. E.S.B. 28256/66.

Ceylon
(146/66) Inquiry for electrical transmission line equipment-making machinery; galvanising plant. E.S.B. 27701/66.

Chile
(147/66) Manufacture under licence – sanitaryware; tiles. E.S.B. 25932/66.

Colombia
(143/66) Inquiry for refrigerator sealed units. E.S.B. 26853/66.

Cuba
(144/66) Liquidation of the Banco Territorial de Cuba, S.A. C.R.E. 2013/7/G.

Dahomey/Switzerland
(147/66) Trade Agreement. C.R.E. 6791/G.

Finland
(143/66) Agency inquiry for smokers' pipes. E.S.B. 27654/66.
(144/66) Inquiry for language laboratory equipment. E.S.B. 26616/66.

France
(146/66) Agency inquiry for welding supplies. E.S.B. 27849/66.
(146/66) Inquiry for bovine paunches. E.S.B. 27777/66.
(147/66) Inquiry for knitwear. E.S.B. 28262/66.

Germany
(145/66) Inquiry for antiques; arts and crafts articles; souvenirs. E.S.B. 28027/66.
(148/66) Inquiry for woollen tweeds and piece-goods. E.S.B. 28427/66.

Greece
(145/66) Agency inquiry for woodworking machinery. E.S.B. 28054/66.

Haiti
(146/66) Inquiry for boilers. E.S.B. 27408/66.

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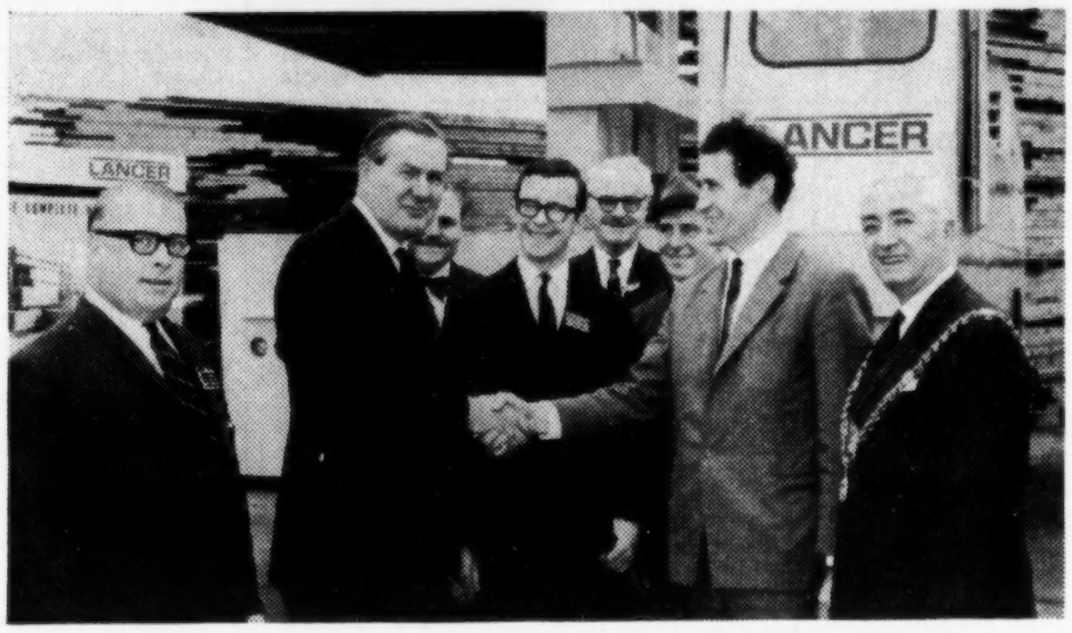
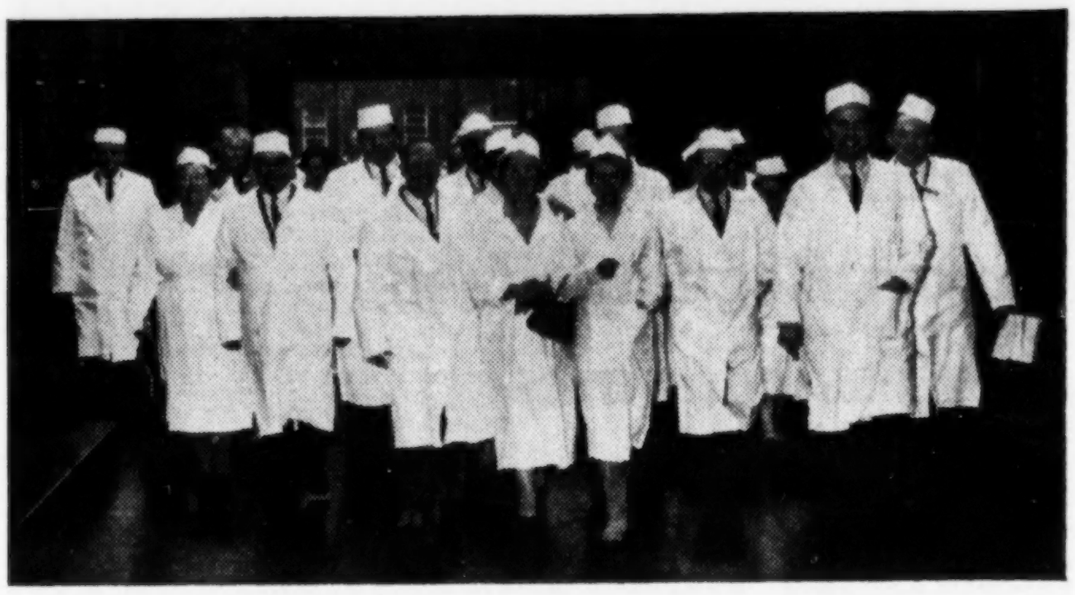


Mr. James Callaghan, the Chancellor of the Exchequer, shaking hands with Captain Kurbatov, a member of the USSR Trade Mission in the United Kingdom during their inspection of Lancer Boss mechanical handling equipment at the recent official opening of Fletcher's Wharf, Cardiff.



A party of 100 Finnish visitors – grocers and their wives from all parts of Finland – recently toured the McVitie factory of United Biscuits at Harlesden. Scandinavia generally is an area which offers scope for substantially increased sales of biscuits, particularly now when import duties in the EFTA countries are being progressively reduced and will shortly be abolished altogether.

Hong Kong
(145/66) Agency inquiry for general hardware; hand tools; metal fastenings. E.S.B. 28064/66.

India
(145/66) Inquiry for semi-finished metal products. E.S.B. 19600/66.

Iran
(145/66) Inquiry for rope and net weaving plant. E.S.B. 11857/66.

Iraq
(145/66) Inquiry for yarns. E.S.B. 28051/66.

Irish Republic
(145/66) Inquiry in respect of store supplies. E.S.B. 27931/66.

Israel
(146/66) Agency inquiry for washing machines. E.S.B. 28068/66.
(146/66) Inquiry for anti-corrosion materials; copper plates; heating units; insulation materials. E.S.B. 28097/66.

Italy
(143/66) Agency inquiry for steel. E.S.B. 27695/66.
(148/66) Agency inquiry for bedding and blankets; carpets and rugs; curtain fabrics; upholstery; linens and fabrics. E.S.B. 28279/66.
(143/66) Inquiry for gauze reinforced paper. E.S.B. 27295/66.
(144/66) Manufacture under licence in Britain – high vacuum pumps, gauges, accessories and installations. E.S.B. 26839/66.
(145/66) Market report on automatic vending machines. E.S.B. 17883/66.
(147/66) Inquiry for alginates. E.S.B. 28199/66.
(147/66) Inquiry for catering supplies. E.S.B. 28454/66.
(148/66) Inquiry for clothing and knitwear; domestic appliances; motor car accessories; novelties; photographic goods and accessories; radio sets. E.S.B. 28469/66.
(148/66) Inquiry for desks; science equipment; skeletons. E.S.B. 28457/66.

Italy/Austria
(147/66) Trade Agreement. C.R.E. 5868/G.

Jamaica
(145/66) Inquiry for weighing machines. E.S.B. 28101/66.
(146/66) Inquiry in respect of building materials; pencils; sweet wrapping machinery; tiles. E.S.B. 27769/66.

Jordan
(148/66) Agency inquiry for cosmetics; detergents; industrial foodstuffs; chemicals; insecticides; spraying machines. E.S.B. 28105/66.
(146/66) Inquiry for general merchandise; motor car spare parts. E.S.B. 10243/66.
(147/66) Inquiry for pins, needles and clips manufacturing machinery. E.S.B. 26789/66.

Kenya
(144/66) Agency inquiry for clothing; suitings. E.S.B. 27275/66.

Lebanon
(143/66) Inquiry in respect of rescue equipment. E.S.B. 24903/66.
(144/66) Inquiry for wire and cable making machinery. E.S.B. 27060/66.
(146/66) Article on imports from Britain. E.S.B. 27624/66.

Malawi
(144/66) Agency inquiry for agricultural hand tools; clothing; domestic hardware; footwear; groceries and provisions; stationery; textiles. E.S.B. 27421/66.

Malaysia
(146/66) Inquiry for necktie materials. E.S.B. 28140/66.

Malta
(144/66) Inquiry for evaporators. E.S.B. 27291/66
(146/66) Inquiry for clothing; textiles E.S.B. 27912/66.

Mauritius
144†66) Inquiry for confectionery plant E.S.B. 27671/66.

New Zealand
(144/66) Agency inquiry for polyethylene film grade. E.S.B. 27770/66.
(148/66) Market report on metal-working machine tools. E.S.B. 21493/66.

North America
(145/66) Department store buyers visits. E.S.B. 2519/66.

Norway/Czechoslovakia
(144/66) Trade Agreement. C.R.E. 5199/G.

Pakistan
(144/66) Agency inquiry for earth moving equipment; electrical generators; paper manufacturing equipment; strawboard manufacturing plant. E.S.B. 27705/66.
(143/66) Inquiry for jute mill pin manufacturing plant. E.S.B. 26797/66.

Panama
(143/66) Agency inquiry for bottles; chemicals; fire brick; malt; metal products; newsprint; oil products; resin; telegraph poles. E.S.B. 27061/66.

Peru
(144/66 Agency inquiry for hand tools; hardware. E.S.B. 20734/66.

Poland/Austria
(144/66) Trade Agreement. C.R.E. 624/G.

South Africa
(144/66) Agency inquiry for supermarket items and hardware. E.S.B. 21790/66.
(147/66) Agency inquiry for surgical and specialists' instruments and equipment. E.S.B. 21703/66.
(148/66) Agency inquiry for babies and children's wear. E.S.B. 28512/66.
145/66) Inquiry for household articles; light industrial products. E.S.B. 27004/66.
(146/66 Inquiry for false fingernails; plastic containers; rubber gloves. E.S.B. 28110/66.

Spain
(145/66) Agency inquiry for telephone equipment. E.S.B. 27988/66.
(143/66) Inquiry for cold storage plant. E.S.B. 27292/66.

Sudan
(143/66) Agency inquiry for building materials. E.S.B. 19866/66.

Sweden
(143/66) Agency inquiry for steel flanges. E.S.B. 27043/66.
Sweden/Bulgaria
(144/66) Trade Agreement. C.R.E. 5979/G.

Switzerland
(143/66) Agency inquiry for filling machines for chemical industry; packaging machinery; welding and sealing equipment; E.S.B. 27439/66.
(147/66) Agency inquiry for electrical household appliances; gifts and fancy goods. E.S.B. 28245/66.
(146/66) Inquiry for clothing. E.S.B. 28147/66.

Turkey
(148/66) Inquiry in respect of hospital project. E.S.B. 42979/66.

United States of Ameirca
(143/66) Inquiry for chemical process equipment. E.S.B. 27013/66.
(143/66) Inquiry for leather racing gloves; motor car accessories. E.S.B. 27697/66.
(145/66) Inquiry for chemicals. E.S.B. 27974/66.
(145/66) Inquiry for magnetic wire. E.S.B. 27605/66.
(145/66) Manufacture under licence in Britain metal bellows expansion joints. E.S.B. 25381/66.
(146/66) Boat Show. E.S.B. 28118/66.
(147/66) Inquiry for pocket watches. E.S.B. 23007/66.
(147/66) Inquiry for transistor materials and components. E.S.B. 28117/66.
(147/66) Inquiry for water meters. E.S.B. 28421/66.
(148/66) Inquiry for nails; steel banding. E.S.B. 28432/66.
U.S. Virgin Islands
(147/66) Inquiry for electronic and radar equipment. E.S.B. 22863/66.

Various Countries
(145/66) British overseas commercial representatives' visits. E.S.B. 6865/66.
Venezuela
(146/66) Inquiry for automatic parts. E.S.B. 22053/66.
Zambia
(146/66) Inquiry for refrigerated containers. E.S.B. 28036/66.

ECGD LOCAL ADDRESSES

The address of the Export Credits Guarantee Department is 59 Gresham Street, London, E.C.2 (Monarch 6699). The department has 16 local offices in various parts of the United Kingdom. A list was given on page 508 of the Board of Trade Journal, *May 27, 1966.*

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Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and import regulations changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

TURKEY

Global import quotas and liberalization lists

IT WAS ANNOUNCED in the *Board of Trade Journal* of July 29 (page 310) that the Turkish authorities had issued the seventeenth list of global import quotas and the liberalization lists covering the second half of 1966. Full details of the quota lists are given below. Applications to import under the quotas had to be made by Turkish importers before August 4, 1966. Against import licence applications importers are required to lodge the following cash guarantees, which are based on percentages of the Turkish lira equivalent of the amount of foreign exchange applied for:

(a) 30 per cent for importers' quotas.

(b) 10 per cent for industrialists' quotas. (1 per cent only for the investments quota of the State and Private Sectors).

Import licences will be valid for six months. The liberalization lists will be published in next week's *Board of Trade Journal*.

Inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Room E53, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460 or 462).

SEVENTEENTH QUOTA LIST

Quota Serial No.	Tariff Statis. No.	Description	Industrial Quota	Importer's Quota	Remarks
			(1,000 dollars)		
1	05.15.20	Only poly-hybrid silk worm eggs (At the disposal of the Ministry of Agriculture)	—	1	
2	08.01.20	Only coconut	10	—	
	12.07.90	Only vermouth leaves			
	13.03.40	Only pectin			
3	09.01.11	Raw coffee beans. (At the disposal of the Ministry of Customs and Monopolies)	—	1,000	
4	09.04.10	Black pepper (whole)	25	5	
5	09.04.90	Only allspice	10	10	
	09.05	Vanilla			
	06	Cinnamon and cinnamon-tree flowers			
	07	Cloves (whole)			
	08	Nutmeg			
	09.10.10	Saffron			
	90	Other spices			
6	12.01.20	Copra	25	—	
7	13.01.10	Only henna	—	1	
8	15.05.10	Only pure lanolin (Only for medical preparations)	30	5	
	15.11.10	Glycerin (codex quality only)			
	25.08 28.42.42	Only pure chalk			
9	15.04.90	Only whale oil	40	5	
	15.07.11	Castor oil			
10	15.03.10 20	Oleostearin	300	10	
	15.06	Other animal oils and fats			
	15.07.25	Palm oil			
	26	Coco oil			
	27	Palmist oil			
	38	Non-edible, fixed vegetable oils used in industry			
	15.10.10	Industrial oleic acids			
	15.12.10	Whale oil (hydrogenated)			
11	15.11.10	Glycerin	10	—	
	35.03.11	Gelatine and derivatives (For the manufacture of agglomerated cork).			
	19	Others			
	27.12	r.t.m. Vaseline (petroleum jelly)			
12	17.02.29	Only caramelized sugar	5	5	
13	18.01	Cocoa beans	300	—	
	18.04	Cocoa butter (fat and oil)			
14	15.03.10 20	Oleo-oil and others	10	—	
	15.07.29	Coco oil (For baby food manuacturing only).			
	15.07.25	Palm oil			
	17.02.10	Industrial quality impure lactose only.			
15	13.03.40	Other vegetable saps and extracts (For soft drink manufacturers equipped with automatic bottle washing and bottling plants only).	25	—	
	21.07.90	Only soft drink concentrates.			
16	23.07	Vitamins, antibiotics, isominerals, medical preventives and other additives for animal feed and fodder. (At the disposal of the Ministry of Agriculture)	65		
17	25.03	Insoluble sulphur (For automotive tyre recapping material manufacturers)	10	—	
	28.02.30	Colloidal sulphur			
18	25.17	Only flintstones. (For ceramics manufacturers)	7	—	
19	25.23.21	Artificial Portland cement. (At the disposal of the Ministry of Industry)	—	1	
20	25.07.90	Other (including bentonite)	60	—	
	28.22	Manganese oxides			
	38.01.10	Artificial graphite			
21	25.24	Asbestos	600	—	
22	27.04 38.19	High quality coke coal (For carbide & ferrochrome industries).	150	—	
		Only sodenberg paste.			
23	27.10.20	Kerosene and similar (excluding standard solvents)	—	1	
	31	Gas oil and similar			
	32	Fuel oil and similar (At the disposal of the Ministry of Power and Natural Resources).			
24	27.12	rtm. Vaseline (petroleum jelly)	15	15	
	28.30.31	Only pure ammonium chloride			
25	26.01.76	Only rutile extracted from titanium	30	—	
	44.12	Only wood flour			
	47.01.70	Only cellulose powder			
26	27.06	Only creosote oil	1	—	
27	28.08.10	Sulphuric acid (only chemically pure)	6	5	
	28.09.10	Nitric acid (only chemically pure)			
	28.09.20	Sulphonitric acid			
	28.16.30	Aqueous ammonia solution (only codex purity or purer)			
	28.35	Sulphides (only chemically pure)			
28	28.17.10	Sodium hydroxide (caustic soda)	150	25	AID (1)
29	28.17.20	Potassium hydroxide	50	15	AID (1)
	30	Sodium peroxide			
	40	Potassium peroxide			
30	28.21	Chromium oxides and chrome hydroxide (excluding chromic acid and chrome trioxide)	50	10	
	28.46.10	Borax (only codex quality)			
	28.47.50	Chromates (excluding zinc chromates and chrome yellows other than chemically pure chrome yellows)			
	60	Potassium bi-chromate			
	90	Others			
31	28.23.10	Iron oxides (excluding synthetic iron oxide yellow and red pigments and natural iron oxides)	10	5	
	29	Iron hydroxide (excluding synthetic iron oxide yellow and red pigments, and natural iron oxides)			
32	28.25	Titanium oxides			
	29.15.90	Plastifiers			

Quota Serial No.	Tariff Statis. No.	Description	Industrial Quota	Importer's Quota	Remarks
			(1,000 dollars)		
	32.06	Pigments and dye-stuffs used in colouring plastics	For liquid surface coating material manufacturers.		
	32.07.40	Other colouring matter (excluding pigments produced through treatment of earth colours, classified under heading No. 25.09 with ammonium or potassium hydroxide, or brightening with organo-synthetic dyestuffs; pigments containing zinc sulphur; iron oxide and its hydroxides added with organic dyestuffs; lead oxide, iron oxides, zinc chromate and chrome yellows	80	—	
	38.19.20	Other chemicals			
	39.02.10	Liquid and paste preparations			
33	28.31.10	Only calcium hypochlorite	10	—	
34	28.37	Sulphites and hyposulphites (excluding sodium sulphite and sodium hyposulphite)	20	5	
35	28.39.21 31.02.20	Ammonium nitrate (for ammonium protoxide production)	10	—	
36	28.35.21	Sodium sulphide	5	—	
37	28.42.13	Sodium carbonate (soda)	200	20	
38	28.42.17	Lead carbonate (lead white)	25	5	
	42	Precipitate of calcium carbonate			
39	28.25	Titanium oxides	For requirements other than paint and leather manufacture.		
	32.07.40	Other colouring matter (excluding pigments produced through treatment of earth colours, classified under Heading No. 25.09 with ammonium or potassium hydroxide, or brightening with organo-synthetic dyestuffs; pigments containing zinc sulphur; iron oxide and its hydroxides added with organic dyestuffs; lead oxide, iron oxide, zinc chromate and chrome yellows)	150	25	
40	35.05.90	Only soluble starch			
	13.03.40	Other			
	27.10.20	White spirit			
	28.38.51	Iron sulphate			
	59	Nickel sulphate			
	28.49	Precious minerals in colloidal form and other	40	20	
	38.12.10	Mordant preparations used in the textile industry (excluding binders)			
	20	Other (excluding binders and those with starch or dextrine)			
41	28.56.10	Silicon carbide. (For the manufacturers of abrasives)	15	—	
42	29.01.42	Only xylol. (For use in manufacturing agricultural pesticides)	40	—	
43	29.14.31	Formic acid. (Subject to permission of Ministry of Industry)	10	5	
44	29.15.90	Other (excluding phthalic anhydride and plastifiers)	5	—	
45	29.15.90 39.01.10 39.02.10	Products and plastifiers produced through condensation, poly-condensation, poly-addition, polymerization and copolymerization for manufacturing electrical materials (excluding alkyl resins modified or unmodified, or polyester resins). (Manufacturers of plastic pipes cannot benefit from this quota)	200	—	
46	29.02.32 33	Only technical quality BHC of more than 30% or higher gamma isomer contents; and pure lindane	100	—	
47	30.03.11	Procaine penicillin with aluminium monostearate	—	350	
	13	Chloromycetin and derivatives			
	14	Aureomycin and terramycin and derivatives			
	15	Para-amino-salicylic acid and its salts			
	16	Isonicotinic acid, hydrasite and derivatives			
	17	Thiosemicarbasite and derivatives			
	29	Other			
	40	Second class preparations			
	50	Third class preparations (At the disposal of the Ministry Health).			
48	30.03.40	Second class preparations	—	50	
	50	Third class preparations (At the disposal of the Ministry of Agriculture).			
49	30.04.11	Medicated gauze	—	10	
	12	Medical oil cloth and sticking plasters			
	13	Medicated cotton wadding			
	19	Other			
	30.05.10	Sterile surgical catgut			
	39.07.90	Only medical plastic tape			
	50.08	Only silk thread catgut (Subject to the permission of the Ministry of Health).			
50	34.07.10	Dental impression wax	—	10	
51	32.05 06 07	Pigments and dyestuffs and other colouring plastic and rubber batches in plastic and rubber industries (excluding pigments produced through treatment of earth colours, classified under 25.09 with ammonium or potassium hydroxide, or brightening with organo-synthetic dyestuffs; pigments containing zinc sulphur; iron oxide and its hydroxides added with organic dyestuffs; lead oxides, iron oxides, zinc chromate and chrome yellows)	25	—	
52	32.06	Colour lakes	40	10	
	32.07.10	Ultramarine			
53	32.07.40	Only inorganic metallic origin colours	For cosmetics. 15	—	
	32.09.11	Only cellulose varnish			
54	32.09.11	Chloro-rubber varnishes	10	5	
55	32.09.11 21	Synthetic varnishes. (For factories equipped with fibreboard lacquering facilities)	30	—	
56	32.09.11	Only cellulosic varnish. (For Tiefdruck and offset presses)	15	—	
57	32.09.19	Varnishes for caoutchouc and other rubber industry	20	—	
58	32.09.19	Special varnish. (For factories that manufacture enamelled wires)	40	—	
59	32.09.19	Special varnish. (For metal printing houses)	30	—	
60	32.09.21 39	Only cellulosic nacre dyes. (For perfumery and button industries)	10	—	
61	32.09.39	Only light-reflecting paints	—	10	
62	32.09.39	Only finishing dyes for textile industry	20	—	AID (2)
63	32.09.11, 12, 21	Only stencil lake	For textile industries Tiefdruck presses. 100	—	
	35.06.90	Only ultrafix			
	38.19	Only ultrasol hardener			
	39.03.40	Only carbomethyl cellulose			
	39.05	Only natural resins modified by melting (Ultrasol)			
	40.06 40.08 40.14.20	Only squeegee rubbers			
	82.03	Only squeegee files			
	59.17.11,12	Only silk screen cloth			
	73.27	Only steel wire fabric			
64	32.10	Paints	—	10	
65	32.13.21	India ink, copying ink, duplicator ink and similar inks (excluding stamp pad ink and black duplicator ink)	—	10	
66	32.13.29	Concentrate ink and ball-point ink	30	—	
67	33.01.22	Mint	5	—	
68	33.01.23	Citronella			
	24	Melisse (melissa aromatica)			
	25	Ylang-ylang	80	20	
	29	Other			
	33.02	Terpenic by-products of deterpenation of volatile oils			
	33.04	Volatile oils			
	33.05.20	Other			
69	34.02	Surface-active organic preparations, surface-active preparations and washing preparations (excluding those containing soap, dodecylbenzol sulphonates, 'alklarylsulphonate' pigment binders)	For manufacturers of leather and textile auxiliary preparations. 100	—	AID (3)
	29.14.31	Formic acid			
	15.04.90	Whale oil only			
	15.07.11	Castor oil			
	15.06	Other animal oils and fats			
70	34.02	Surface-active organic preparations, surface-active preparations and washing preparations (excluding those containing soap, dodecylbenzol sulphonates, 'alkylarylsulphonate' pigment binders).	For chemicals and sundry chemicals manufacture other than agricultural chemical manufacturers. 100	—	
71	34.02	Surface-active organic preparations, surface-active preparations and washing preparations (excluding those containing soap, dodecylbenzol sulphonates, 'alkylarylsulphonate' pigment binders). (At the disposal of the Ministy of Agriculture).	For agricultural emulsion chemicals manufacturers. 200	—	
72	35.01.10	Lactic casein. (For use in the manufacture of agricultural chemicals)	5	—	
73	35.03.11 19	Gelatine and gelatine derivatives Other	5	5	
74	35.06.90	Other prepared glues and adhesives (excluding casein glue, hide and bone glues, fish glue, starch glue dextrin, natural rubber solutions and polyvinyl acetate base adhesives, neoprene base synthetic rubber solutions, and any and all glues and adhesives in containers of 70 gr. or smaller)	30	10	
75	35.06.90	Adhesives			
	38.19.20 39.01.10	Only synthetic resins and hardeners).	For cable sleeve and lug manufacturers). 30	—	
	40.05	Only unvulcanized rubber strips.			
	48.15.90	Only carbonized papers.			
76	36.01	Gunpowder	75	—	
	36.03	Blasting and detonating fuses			
	36.04	Caps and detonating (blasting) caps			
	36.05	Pyrotechnic articles (excluding fireworks) (At the dispoal of the Ministry of Industry).			
77	37.01.20	Sensitized, unexposed photographic plates and flat films	20	65	AID (2)
	37.02.22 29	Photographic films (unexposed) Other			

(*Continued on next page*)

TURKEY, *continued*

Quota Serial No.	Tariff Statis. No.	Description	Industrial Quota	Importer's Quota	Remarks
			(1,000 dollars)		
78	37.02.21	Unexposed cinematographic films (only uninflammable safety types)	50	10	
79	37.03	Undeveloped photo-recording sensitized papers for recorder apparatus. (At the disposal of the Ministry of Health).	—	5	
80	37.03	Sensitized papers, cards and cloth (excluding exposed or unexposed but undeveloped photosensitive papers, ozalid or similar papers) .	—	100	
81	37.03	Only ozalid paper . . .	—	5	
82	37.05	Plates, films, sheets . . .	5	5	
83	38.03.10	Activated carbons . . .	50	—	
	90	Other			
84	38.03.20	Diatomite	65	—	
85	38.13	Pickling preparations for metal surfaces	—	15	
86	38.14	Anti-knock preparations and other	—	25	AID (2)
87	38.19.20	Cyanide compounds and salts and preparations used for hardening and tempering steel. (For chain and drill bit manufacturers and for manufacturers that process the bolts and nuts for surface hardening)	15	—	
88	38.19.20	Chemical products and preparations of the chemical and/or allied industries not elsewhere specified or included (excluding pigment binders, and cold and hot patches and gumlactic used on pneumatic tubes) . . .	400	25	AID (2)
89	38.19.20	Only chemical preparations for wood impregnation. (At the disposal of the Ministry of Agriculture)	10	—	
90	38.19.20	Additives for the improvement of molten metals and foundry (For foundry industries) . .	10	—	
91	38.19.20 39.02.10	Only polyacrylic and polymeric acrylic derivatives for dental practicing (in powder and liquid form to be contained in special packing of up to 25 kg. max.) (for plastic false teeth manufacturers).	5	—	
92	38.19.20 39.01.10 39.02.10	Only ion-exchangers . . .	10	5	
93	38.19.20 39.02.10	Only acrylics used for dentistry (in powder and liquid form to be packed in small containers of up to 2 kg. max.) . .	—	25	
94	34.02 38.12 38.19.20 39.02 39.03.90	Only auxiliary materials for textile industry (excluding those containing soap, dodecylbenzol sulphonate 'alkylaryl sulphonate' and pigment binders, starching agents of starch or dextrin and homo-polymer polyvinyl acetate and copolymers) . . .	60	—	
	39.03.90	Only starching materials for textile industries			
95	34.02 38.12 38.19.20 39.02.10	Only binders for textile industry (excluding those containing soap, dodecylbenzol sulphonate 'alkylaryl sulphonate' and homo-polymer-polyvinyl acetate and copolymers	35	—	
96	29.15.90	Plastifiers only	Sheets and plates produced by press bonding of artificial resin impregnated paper sheet (laminated plastic material) and all sponged plastics excluded.		
	39.01	Condensation, polycondensation and polyaddition products (excluding polyester plates, and alkyd resins–modified or unmodified – polyester resins and lakes)			
	39.02.10	Liquid and paste products and other (excluding polyester plates and homo-polymer polyvinyl acetate, como-polymers and co-polymers)			
	39.03.40	Liquid or paste products and others			
	39.04	Hardened albuminoids (excluding galalith plates and rods) . .	1,500	—	AID (1)
	39.05	Natural resins modified by fusions; others (excluding collophony resins) ($100,000 portion hereof is at the disposal of the Ministry of Industry for manufacture of polyethylene fertilizer bags).			
97	29.15.90	Plastifiers, only			
	38.08	Collophones and resinous acids .			
	39.02	Products of polymerization and copolymerization . . .			
	39.05	Natural resins modified through melting	20	—	
	40.06.29	Unvulcanized natural or synthetic rubber in other shapes and forms.			
	15.05.10	Only pure lanolin . . .			
98	38.19.20 39.01.10 39.02.10	Polymerization and copolymerization products, products and preparations of the chemical industries (for the chemical and plastics industries) (excluding homo-polymer polyvinyl acetate, co-polymers, polyester resins, lakes alkyd resins–modified or unmodified – and binders). (Polyester resins and lakes containing urethane and isocyanate included) . . .	200	—	
99	39.01.10 02.10 03.40	Only synthetic resins and cellulose derivatives (excluding alkyd resins – modified or unmodified– and polyester resins, and lacquers)	For fibreboard, plywood, matches, spools, caoutchouc factories only.		
	39.05	Only chemical derivatives of natural rubber (excluding homo-polymer polyvinyl acetate and co-polymers)	200	—	
100	29.15	Plastifiers only			
	39.02.10	Polyvinyl alcohol only . .			
	34.02.20	Surface-active preparations, (excluding those containing soap, dodecylbenzol sulphonate 'alkylaryl sulphonate,' pigment binders)	For manufacturers of polyvinyl acetate only.		
	39.03.40	Only hydroxyethyl cellulose and carboxymethyl cellulose . .	100	—	
	29.14.31	Formic acid			
101	39.01 02 03 04 05 06	Only light reflecting sheet products used for traffic signs (excluding acrylic based plastics) (At the disposal of the Highways Department).	15	—	
102	39.01 02 03 04 05 06	Only light reflecting sheet products used for traffic signs (excluding acrylic based plastics.) .	For manufacturing triangular traffic sign posts.		
			15	—	
103	39.01.10 39.02.10 39.03.40 39.05	Only synthetic resins and cellulose derivatives (excluding modified or unmodified alkyd resins, polyester resins and lakes). Only chemical derivatives of the natural caoutchouc (excluding homo-polymer, polyvinyl acetate and copolymers).	For manufacturers of synthetic caoutchouc solution of caoutchouc, neoprene base and artificial and insoles.		
			50	—	
104	39.01.90	Sheets and plates produced by pressbonding of artificial resin impregnated paper sheets (laminated plastic material) . .	—	1	
105	39.01.90	Only bakelized cardboard plates (excluding decorative plates) .	—	10	
	39.03.50	Vulvanized fibre . . .			
	39.01	Only phenol-fibre plate . .			
106	39.02.10 90	Only polyvinyl butyrol (for factories that manufacture plexiglass – 'safety glass'). . .	30	—	
107	39.02.10	Polyvinyl chloride, polystyrene, polyethylene (for factories that manufacture plastic separators of storage batteries . . .	30	—	
108	39.02.10	Only polyvinyl chloride, polyethylene and polypropylene (For manufacturers of plastic tubing to Turkish standards, having complete tube drawing plants) .	350	—	
109	39.02.10	Polyvinyl acetate in the form of granules or pellets (For manufacturers of adhesives) . .	10	—	
110	39.02.90	Only plastic sheets and plates (for industries with vacuum moulding presses) (excluding acrylic sheets)	20	—	
111	39.03.12 90	rtm. Cellophane (cellulose wrapping paper) (only hot seaming type)	15	—	
112	39.03.40	Only carboxymethyl cellulose .	15	—	
113	39.03.90	Only celluloid sheets . . .	For spectacle manufacturers.		
	70.15.12	Sun glass lenses			
	90.03	Only metallic parts for spectacle frames	40	—	
114	39.03.90	Only celluloid sheets and pipes .	40	15	AID (2)
115	39.04.90	Only gellaith in sheets and rods .	15	—	AID (2)
116	40.01.20 13.02.21	Only gum-lastic (for chewing gum manufacturers)	10	—	
	38.19.20	Gum-mastic			
117	40.06.29	Other (excluding natural rubber adhesives, hot and cold tube patch rubbers, and homopolymer polyvinyl acetate and co-polymers and synthetic rubber adhesives of neoprene base . .	—	10	
118	40.02	Synthetic rubber (for oil seal manufacturers) . . .	20	—	
119	40.06 40.08 40.14.20	Door seal rubber strips for refrigerators (magnetic or other) .	—	5	
120	40.07.10	Unsheathed (bare) rubber round filaments (excluding square section filaments and No. 60 or larger diameter rounds . .	10	5	
121	40.11.11 12 21 22	Only automotive pneumatic tyres and tubes of sizes, types and qualities not manufactured in Turkey (excluding bicycle tyres and tubes (including motorcycle tyres and tubes) . . . (At the disposal of the Ministry of Commerce).	—	1,000	AID (2)
122	40.11	Only bicycle tyres and tubes .	—	20	
123	40.12 13.10 13.20	Medical goods (excluding babies' teats, kitchen and industrial gloves, babies' bed-sheets and hot water bottles, ice bags, beach mattresses and pillows).	—	5	
	40.16.10	Only X-ray protective aprons .			
124	40.14.20	Other (excluding babies' bed-sheets, white side-walls for automotive tyres, hot water bottles, ice bags, beach mattresses and pillows,			

Quota Serial No.	Tariff Statis. No.	Description	Industrial Quota	Importer's Quota	Remarks
			(1,000 dollars)		
		floor mats for automobiles, etc., pedal rubbers and cold and hot patches)	—	10	
125	41.01.11	Bovine hides, fresh (up to 15 kg.) .	400	—	AID (4)
	15.16	Bovine hides, dried (up to 15 kg.) .			
	21	Calf hides, fresh (all types) . .			
	25	Calf hides, dried (all types) . .			
126	44.03.30 80	Mine shaft poles. (At the disposal of the Ministry of Power and Natural Resources). . . .	—	1	
127	44.03.40	Veneer woods of species not grown in Turkey	20	—	
128	44.03.40	Only balsam tree . . .	—	2	
129	44.11.21	Wooden shoe nails (pegs) . .	—	5	
130	44.03.50	Only pulp wood for shredding machines. (At the disposal of the Ministry of Industry).	5	—	
131	44.04	Sliced lumber. (At the disposal of the Ministry of Agriculture).	—	1	
132	44.05 44.14	Sliced boards for box manufacturing. (For packing of export goods). At the disposal of the Ministry of Commerce). . . .	—	1	
133	45.03	Articles of natural cork (excluding cork stoppers)	—	5	
134	45.04	Agglomerated cork and articles thereof	40	10	
135	48.01.20	Papers of 50-55 gr./sq. m. substance. (At the disposal of the Ministry of Industry)	5	—	
136	48.01.30	Coloured papers for carbon paper manufacture	35	—	
137	48.01.41	Printing paper and stationery paper. (At the disposal of the Ministry Industry).	—	1	
138	48.01.41	Printing and stationery papers (for gummed paper, millimetric graph paper and similar special quality paper manufacture) . .	15	—	
139	48.01.41	Printing and stationery paper (for ozalid manufacture) . . .	40	—	
140	48.01.42 43	Sulphate paper, wrapping for waxed paper manufacturers) . .	20	—	
141	48.01.42	Only hutbac paper (less than 19 gr./sq. m. substance) For exporters	—	50	
	48.05.90	Other. . . . (At the disposal of the Ministry Commerce).			
142	48.01.44	Kraft paper	2,000	—	AID (1)
143	48.01.61 48.10	Cigarette paper (monopoly item) .	180	—	
	48.21.29	Filter paper for cigarette filters .			
144	48.01.64	Cardboard in rolls for manufacture of statistical cards of 155-180 gr./sq. m. substance. . .	50	—	
145	48.01.61	Blotting paper	85	15	
	63	Drawing paper			
	69	Other papers			
	48.03	Only parchment and imitation parchment papers . . .			
	48.05.90	Other.			
	48.06.10	Only graph papers, for recording instruments			
	48.07	Impregnated, coated, surface coloured, surface decorated or printed papers and paperboards (excluding carbon papers in rolls or in sheets, of all sizes and colours, gummed papers, paraffin papers, leather-grain embossed paperboards, and flock papers)			
146	48.01.69	Only photostatic copy positive papers (non-sensitized) 90-100 gr./sq. m. substance and coated with thiourea and sodium formaldehyde bisulphide . .	—	10	
147	48.01.69 48.07.30	Decalcomania backing paper .	15	—	
	32.09.19	Special varnish for manufacturing decalcomania			
148	48.04	Only tarred kraft paper (for fertilizer plants) . . .	35	—	
149	48.08	Filter blocks and sheets of paper pulp	—	5	
150	48.13.20	Stencils (waxed stencils used for duplication works) . . .	—	20	
151	48.13.30	Other copying and duplicating papers (excluding carbon papers of all colours)	—	5	
152	48.15.90	Only cards for electro-magnetic calculators fitted with magnetic tapes	—	15	
	48.21.29	Cards for address printers . .			
	49.08	Transfers intended for making impressions of letters, symbols and markings.			
153	49.08	Industrial transfers (decalcomania)	20	—	
154	49.11.11	Printed pictures and photographs .	—	2	
	14	Other.			
155	51.01.10 51.03.10	Synthetic fishing net yarn (for manufacturers of fishing nets) .	200	—	
156	51.01.21 31 41 51 51.03.21	Yarns of man-made continuous fibres	750	—	AID (5)
157	51.01.22 32 42 52 51.03.25	Yarns of synthetic continuous fibres (tricot and jersey cloth industry).	325	—	AID (6)
158	51.01.22 32 42 52 51.03.25	Yarn of synthetic continuous fibres (only for tulle drapery industries)	275	—	AID (7)
159	51.01.22 32 42 52 51.03.25	Yarn of synthetic continuous fibres (only for hosiery industries) .	250	—	AID (7)
160	51.01.22 32 42 52 51.03.25	Yarn of synthetic continuous fibres (for 'mousse' and textural yarn spinning industries) . .	250	—	AID (7)

(Continued on next page)

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BL109

TURKEY, continued

Quota Serial No.	Tariff Statis. No.	Description	Industrial Quota	Importer's Quota	Remarks
			(1,000 dollars)		
161	51.01.22 32 42 52 51.03.25	Yarn of synthetic continuous fibres (for silk textile and other industries)	250	—	AID (7)
162	51.02	Only synthetic monofilament fishing lines. (To meet the requirements of fishermen; subject to the permission of the Ministry of Commerce)	—	10	
163	51.02	Monofils, strips and similar, of man-made and synthetic materials, suitable for weaving (excluding imitation catgut) (for textile and knitting industries)	40	—	
164	51.02	Monofils, strips and similar, of man-made and synthetic fibres (excluding imitation catgut.) (For brush and nylon zipper manufacture)	15	—	
165	51.02	Monofils, strips and similar of man-made and synthetic fibres (excluding imitation catgut)	For silk textile industry.		
	52.01	Textile yarns spun with metal filaments	75	5	
	74.03.29	Other copper alloy wires			
166	53.01.10	Merino wool (unclean) (At the disposal of the Ministry of Industry. Unused balance of 12,000,000 dollars allotted per XVI. Quota will be available under the present XVII Quota).	1,000	—	
167	53.02.11 12 30	Animal hair suitable for spinning Other rabbit hair Fine animal hair not suitable for weaving	20	10	
	58.07	Chenille yarn and other			
168	54.03.10	Flax yarn (metric No. 7 and finer)	10	5	
169	54.04.10	Shoe-sewing twine (metric No. 7 and finer)	—	5	
170	55.01	Only long fibre cotton (At the disposal of the Ministry of Commerce)	1	—	
171	55.05.90	Netting yarns	—	5	
172	55.09	Special fabric for typewriter ribbon.			
	32.07.40	Other colouring matter (excluding pigments produced through treatment of earth colours classified under heading 25.09 with ammonium or potassium hydroxide, or brightening with organo-synthetic dyestuffs; pigments containing sulphur; iron oxides and hydroxides added with organic dyestuffs; lead oxides and iron oxides; zinc chromate and chrome yellows)	For manufacturing machine tape only. 35	—	
	32.06.10	Only synthetic colour lakes			
	32.09.29	Other prepared colours			
173	56.01.20 02.20 03.00 04.20	Man-made, discontinuous fibres suitable for weaving; waste	250	—	
174	56.01.10 02.10 03.00 04.10	Synthetic, discontinuous fibres suitable for weaving; waste	300	—	AID (8)
175	57.02	Only manila hemp	200	—	
	57.04.22	Only other fibres of sisal and agave species (A minimum portion of $75,000 at the disposal of the Ministry of Agriculture; for manufacture of harvester-binder cords).			
176	57.03	Only jute fibres	80	—	
177	57.06.10	Jute yarn	15	—	
178	59.05.10	Only fishing nets of synthetic cords and twines (for specific net requirements of fishermen and for distribution through Fishing Co-operatives) (Union of Chambers' certification required, attesting to unavailability of local manufacture). (Subject to permission of Ministry of Commerce)	—	10	
179	59.07.20	Tracing cloth	—	1	
180	59.15	Fire hoses with rubber lined bore; whether or not impregnated outside	—	20	
181	59.15.30	Only flax hoses	—	10	
182	59.17.11 12	Silken screening gauze Screening gauze of man-made or synthetic fibres	40	—	
183	59.17.20 90	Only pressing bags of synthetic fibres Only special fabrics used in asbestos industry	40	—	
184	60.06.10	Varicose vein stockings and elastic knee-caps	—	5	
185	68.03	Processed oilstone and products of natural or agglomerated oilstone	—	10	
	68.05	Manual whetting or polishing stones			
186	68.04.20 82.02	Only saws for cutting marble	25	5	
187	68.06 68.13	Only wet sanding sand-paper and bonded powder or granular abrasives (excluding emery sheets with plastic, cloth and paper backing except wet-sanding sand paper; only worked asbestos and products thereof (excluding asbestos cord, vulcanized asbestos, fabrics, wicks, packing sheets, asbestos filter powder, flooring asbestos) (including gasketing sheets of klingerite type)	30	30	
188	68.04.20	Only abrasive stones for industrial use	75	25	
189	69.02.20 90	Semi-silica (SiO_2 75-85%) Only clay fire bricks of less than 50% alumina content	200	—	
190	69.09	Only ceramic utensils and articles used in laboratories, chemistry and other technical applications	—	5	
191	70.02 70.03	Enamel (rubine) glass Only glass rods and tubes (excluding tubes of outer diameter large than 18 mm.)	200	5	
192	70.03	Glass rod and tubes of outer diameters of up to 18 mm.	20	—	
193	70.08	Only convex safety glass (excluding non-breakable, flat, laminated, security glass of single or multiple layers (including non-breakable, convex, laminated, security glass of multiple layers)	—	40	AID (2)
194	70.20	Only glass fibres and fibreglass cords	5	—	
195	70.04 70.06 70.05.30	Armoured glass and other Translucent glass or decorated glass	—	5	
196	70.08	Only laminated, multiple layer, flat security glasses of all dimensions and shapes	—	10	
197	70.10.11	Only medicine bottles and phials of inert glass. (For pharmaceutical industries)	10	—	
198	70.14.10	Only incandescent lantern glass	5	10	
199	70.15.12	Sun glass lenses	—	5	
200	70.17.21	Glass ware and utensils for laboratories, pharmaceutical and hygienic use	10	10	
201	70.20	Only textiles made of glass fibre. (For the manufacture of fibre glass)	15	—	
202	73.01.11	Pig and tempered iron. (At the disposal of the Ministry of Industry).	25	—	
203	73.03	Iron and steel scraps. (At the disposal of the Ministry of Industry)	250	—	
204	73.07.10	Blooms and billets. (At the disposal of the Ministry of Industry)	3,000	—	
205	73.10.10	Wire rod for manufacturing electrodes	250	—	
206	73.10.10	Wire rod (for manufacturing cold-drawn and calibrated springs)	100	—	
207	73.10.10 60	Wire rods Cold drawn or calibrated rods	For nut and bolt manufacture. 50	—	
208	73.10.30 50 60	Cornered section bars Other rods of iron and steel Cold rolled or calibrated bars	—	50	
209	73.11	Sections, angles and shapes of iron and steel (excluding drapery rails, cornices, steel poles, plates and perforated sections)	180	50	AID (2)
210	73.11	Sections, angles and shapes of iron and steel (excluding drapery rails, cornices, steel poles, plates and perforated sections) (At the disposal of the Ministry of Industry. For rail-road car fabrication of the Turkish State Railroad Administration).	350	—	AID (2)
211	73.12	Ordinary iron and steel strips of only up to 25 mm. width. (For ginning and linter plants with pressing and baling facilities)	350	—	
212	73.12	Iron and steel sheets and strips of up to 250 mm. width (including 250 mm.) metal plated; (excluding zinc galvanized; lead, copper and tin plated ones). (At the disposal of the Ministry of Industry).	100	—	
213	73.12	Iron and steel plated strips of up to 250 mm. (including 250 mm.). (For the manufacturers of steel straps only) (At the disposal of the Ministry of Industry).	30	—	
214	73.12	Lead plated iron and steel strips of 56·5 to 66 mm. width and 0·14 mm. thickness. (For electrical conduit manufacturers)	25	—	
215	73.11 12 14	Iron and steel strips and wires. (For the manufacture of textile combs)	20	—	
216	73.12 73.14	Nickel plated strips of iron and steel (150 mm. or less in width). Wires of 4·20 mm. or less in diameter	For the manufacture of office files. 30	—	
217	73.13	Iron and steel sheets (black) of up to and including 0·75 mm. thickness (excluding surfaced-bright sheets) (At the disposal of the Ministry of Industry).	50	1	

Quota Serial No.	Tariff Statis. No.	Description	Industrial Quota	Importer's Quota	Remarks
			(1,000 dollars)		
218	73.13.40 70 80 90	Iron and steel sheets (excluding black and bright sheets of all thicknesses, checker plates and all types of tins) (the $100,000 portion of importers' quota at the disposal of the Ministry of Agriculture).	100	500	AID (1)
219	73.13.60	Only tin plates (excluding electrolytic plates)	200	50	AID (1)
220	73.13.90	Only lacquered tin plates (At the disposal of the Ministry of Industry).	75	—	
221	73.14.11	Only steel wire (for manufacturing wire brushes)	5	—	
222	73.14.30	Galvanized wires (for exporters only on the basis of requirement certificates issued by exporters' unions subject to approval by the Ministry of Commerce)	—	1	
223	73.15	Alloyed and high-carbon steels (for automotive spring manufacturing only)	400	—	AID (2)
224	73.17.10	Small bore pipes of cast iron (smaller than 200 mm. inclusive diameter) (At the disposal of the Ministry of Rural Affairs)	—	1	
225	73.17.20	Large bore cast iron pipes (larger than 200 mm. diameter) (At the disposal of the Ministry of Commerce)	—	1	
226	73.18	Small and large bore iron and steel tubes and pipes (excluding welded pipes of up to 6 in. diameter)	250	25	AID (2)
	19	Only pressure service steel pipes (excluding welded or seamed pipes)			
227	73.18	Only welded pipes of up to 6 in. diameter (for exhaust piping and muffler manufacture)	10	—	
228	73.18 73.19	Only drawn pipes (for steel shell copper alloy bearing manufacturers)	15	—	
229	73.20	Pipe fittings of cast iron, iron or steel (excluding cast iron and iron fittings of up to and including 2 in. and sleeves of up to and including 2½ in. diameter)	15	50	
230	73.23	Only tin plated milk cans made of steel	—	10	
231	73.24	Pressure vessels of iron and steel (excluding LPG tubes and tanks).	20	—	
232	73.25	Only steel wire ropes; small and large diameter, braided ropes, capstan ropes, etc.	—	175	
233	73.27	Only hexagonal mesh wires of iron and steel wires	—	20	
234	73.31.90	Clout nails' upholsterers' nails, and grooved nails, concrete, steel, iron, brick and marble nails for use with special pistols	—	20	
235	73.32	Sheet metal screws, chrome plated bolts and screws	8	10	
236	73.31.10	Horseshoe clout nails	—	150	
237	73.34	Safety pins, hairclips, curlers and similar (excluding pins, hairclips, hairpins)	—	5	
238	73.37.10 84.01.20	Only central heater and steam boiler parts (excluding radiator segments)	10	5	
239	74.03.19	Only round solid phosphor-bronze bars of 25 to 150 mm. diameter and only tubular types of 150 to to 250 mm.	—	5	
240	74.03.22	Only brass wire (for ball point nib spare manufacturers)	10	—	
241	74.03.29 74.05 74.06.10 74.07.10 74.08	Other copper alloy wires Copper foils and strips. Copper powder Brass tubes Pipe fittings	50	10	
242	74.05	Copper and brass foils and strips (At the disposal of the Ministry of Industry).	100	—	
243	74.07	Double wall copper tubes, copper tubes of 10 mm. diameter or less and capillary tubes	10	10	
244	74.11	Woven copper mesh wire (only screen wire for industrial use)	10	—	
245	76.01.61	No-lead content concentrate silver (At the disposal of the Ministry of Industry)	50	—	
246	76.02.15	Aluminium sections (excluding facade sections, door and window frames)	10	—	
247	76.02.19	Aluminium wire rods (At the disposal of the Ministry of Industry).	50	—	
248	76.12	Steel-aluminium conductor wire (At the disposal of the Ministry of Industry).	100	—	
249	76.05 76.13 76.16.10	Only aluminium flakes Wire gauze, woven mesh scoop wire of aluminium Only aluminium nails, screws, bolts, nuts and the like (excluding washers)	15	10	
250	76.16.59	Only aluminium tags (for exporters only on the basis of requirement certificates issued by exporters' unions subject to approval by the Ministry of Commerce)	—	5	
251	76.03	Aluminium sheets, plates, foils and strips	40	10	
	76.07	Aluminium pipe fittings			
252	49.09 73.18 73.20 76.06 07 16 84.10.22 84.10.23 84.18 84.21 84.61	Complete sprinkler systems, necessary piping therefor, and other accessories (excluding LPG tubes, kerosene stoves, city gas stoves and cocks therefor). (At the disposal of the Ministry of Rural Affairs)	—	50	AID (2)
253	78.01.10	Only virgin lead of 99·97% purity (for battery, cable and metal bearing industries only). (At the disposal of the Ministry of Industry)	500	—	
254	79.01.10	Unwrought zinc and aluminium-zinc alloys containing at least 94% zinc	400	—	
255	79.02	Solid rods, sections and wires of zinc	75	25	
	79.03	Zinc sheets, foils and strips, zinc powder and flakes			
	79.06.10	Zinc nails, screws, washers, bolts, nuts and similar articles			
256	82.01.30 40	Sickles Scythes	—	80	
257	82.01.90	Only iron hatchets (hoes)	—	5	
258	82.02	Only saw blades (excluding carpenters' band saw blades, carpenters' hand saws, hand backsaws and flat strip saw blades for mechanical saws)	—	25	
259	82.02 82.05	Only saw blades Only drill bits (At the disposal of the Ministry of Industry.)	—	5	
260	82.03 82.04	Hand tools Other hand tools (excluding cast iron bench or rotary vices, trowels, sledge hammers, carpenters' and joiners' planes, block planes, bench planes, bullnose planes and similar woodshaving, wooden body hand tools, hammers with metal end of 2 kg. size; jigsaw blades, jigsaw sets and lash curlers	—	25	
261	82.05	Replaceable components and devices for pressure indenting, stamping, screw thread cutting and similar machinery and tools (excluding drill bits and speed steel lathe cutter bits)	—	150	
262	82.10	Cutting edges for blades under 82.09	15	—	
263	82.11.21 82.11.23 82.12 82.13.10 21 22 23	Only metallic safety razors Straight razors Scissors and scissors blades Manicure and pedicure tools and sets Hair clippers Animal hair clippers Cutters for hair and animal hair clippers	—	25	
264	83.01	Only locks of types not manufactured in Turkey due to material or mechanical peculiarities. (At the disposal of the Ministry of Industry).	—	1	
265	83.01	Combination locks for safes	—	1	
266	83.07.21	Incandescent lamps (excluding storm lanterns)	—	10	
267	83.09	Products of base metals (excluding snaps and buckles)	5	10	
268	83.13 84.61	Special valves for aerosol bombs	25	—	
269	83.15.10	Only wire solder and arc welding electrodes (excluding electrodes for iron, pig iron, ordinary steel and carbon steel welding applications)	25	10	
	90	Other (excluding metal brazing plates)			
270	84.06.20	Diesel and semi-diesel engines of higher than 15 h.p. rating (excluding outboard marine motors)	—	250	AID (2)
271	84.06.40 80	Gasoline and other internal combustion engines of 15 h.p. rating and smaller (excluding outboard motors)	—	100	AID (2)
272	84.06.40 80	Gasoline and other internal combustion engines above 15 h.p. rating (excluding outboard motors)	—	40	AID (2)
273	84.06.90	Only cylinder blocks, crankcases, valve covers (excluding two cylinder and blocks up to 15 h.p.)	—	50	
274	84.07	Hydraulic wheels, turbines and other hydraulic engines	—	2	
	84.08	Other engines and power generators			
275	84.10.10	Dispensing pumps with price indicators and bulk measuring systems	—	25	
	21	Liquid elevators			

(Continued on next page)

TURKEY, continued

Quota Serial No.	Tariff Statis. No.	Description	Industrial Quota	Importer's Quota	Remarks
			(1,000 dollars)		
276	84.10.22	Motor pumps and turbo-pumps (excluding centrifugal water pumps of single and multi-stages of up to and including 250 cu.m. capacity driven by diesel engines or other prime movers of up to and including 15 h.p., any and all deepwell pumps irrespective of prime movers, and in-line pumps without base or pedestal) (submersible pumps included) . .			
	23	Liquid pumps (excluding deepwell pumps and centrifugal water pumps of single and multiple stages and of all kinds up to and including 250 m³) (submersible pumps included) . . .	400	100	AID (2)
	84.11	Air and vacuum pumps, motor-pumps, turbo-pumps, air and other gas compressors, motor-compressors and turbo-compressors, free piston generators, fans and the like (excluding manual operated air pumps for tyres) . . .			
277	84.11	Only gas compressors of over 8 h.p. rating. (For the fabrication of industrial type refrigeration installations)	50	—	AID (2)
278	84.12	Only air conditioner components .	20	10	
279	84.12	Only air conditioners for vehicular use	—	5	
280	84.14.20	Only heating coils for bakery ovens	15	—	
281	84.15.90	Hermetic compressors, thermostats, condensers, evaporators (expansion valves), capillary tubes for refrigerators, or refrigeration units comprising above parts only (excluding cords and plugs) .	—	25	
282	84.15.90	Only hermetic compressors, thermostats, condensers, evaporators (expansion valves), filters, humidity absorbers, capillary tubes for refrigerators, or refrigeration units comprising above parts (excluding cords and plugs) .	For commercial type refrigerator manufacturers		
	84.11	Only gas compressors	100	—	
	84.17	Only condensers of commercial type refrigerators . . .			
283	84.17	Only autoclaves, sterilizers, hot air chambers for medical use; laboratory machines	—	40	
	84.18	Only motor-driven centrifuges for medical applications . . .			
284	84.17	Only block sterilizers . . .	—	50	
285	84.17	Fumigation plant, equipment and machinery. (At the disposal of the Ministry of Agriculture) . .	—	1	
286	84.18.10	Cream separators (those with capacities higher than 100 litres per hour). (At the disposal of the Ministry of Agriculture) . .	—	5	
287	84.18.40	Only cream balls (for cream separators)	10	—	
288	84.20.10 21	Only balances and weighing machines with automatic pointers .	—	50	
289	84.21.11 90	Sprayers and dusters used in agricultural pesticide and germicide applications (excluding liquid chemical sprayers; motorless, hand or back and chest carried manual pulverizers and dusters; and stretcher type, motor operated pulverizers and dusters; pulverizers and dusters operated through tractor tail shaft trolley type power operated pulverizers of smaller than 150 litres capacity ($100,000 for the State Hydraulic Works Department.) (At the disposal of the Ministry of Agriculture)	—	900	AID (2)
290	84.21.20	Only special type of fire extinguishers used for transportation vehicles	—	5	
291	84.21.30 90	Only spray guns, parts therefor .	—	5	
292	84.22.20	Machinery and equipment for lifting, elevating, unloading and transporting (excluding elevators, dumping gear of dump trucks up to 15 ton capacity, mechanical and hydraulic jacks of up to 50 ton capacity used on automotive vehicles, stationary and mobile tower winches, and manual and power operated gantry bridges of up to 30 tons lifting capacity and belt type conveyors of up to 1 m. width) .	—	50	AID (2)
293	84.23	Stationary and mobile machinery and equipment for earth digging, boring, excavation, drilling, removal and grading and levelling	—	100	AID (2)
294	84.22.20	Hydraulic straightening rams, floor jacks and hydraulic jacks, used as tools on automotive vehicles .	—	20	
295	84.24	Agricultural and horticultural machinery for soil preparation and cultivation (excluding ploughshares for animal-towed ploughs, disc-harrow discs, and disc plough discs) (ploughshares for tractor ploughs included). (At the disposal of the Ministry of Agriculture)	—	150	AID (2)
296	84.25	Harvesting and threshing machines for agricultural crops. (At the disposal of the Ministry of Agriculture)	—	1,700	AID (2)
297	84.37.20	Only hand knitting machines. (At the disposal of the Ministry of Industry).	10	—	
298	84.40.90	Miscellaneous accessories and parts (excluding inner and outer vessels and tanks)	125	25	
299	84.41.10	Only industrial sewing machines. (To be imported solely by manufacturers' legally authorized agents)	—	50	
300	84.41.90	Other miscellaneous accessories and parts (excluding machine body, table, wheel, hinges, thread spindle, pedestal and cabinet parts)	—	10	
301	84.41.90	Main shaft, ball, housing, shaft cam, needle shaft, compressing leg shaft, compressing leg, needle holder, fork, regulator guides and arm (excluding cover), connecting arm, spoon, spoon activator, cam, fork, pinion spindle, complete shuttle gear, shuttle housing (except body), relay, crocheting attachment, crocheting parts (except arm), needle holder bushing, needle shaft connecting arm and socket, fork connector for household type sewing machines only .	—	5	
302	84.45	Machine tools for working of metal and metallic carbides (excluding standard shop lathes 1 through 2·5 m. centres and 18-24 mm. centre heights) . . .	—	150	AID (2)
	84.46	Machine tools for working optical glasses			
303	84.49	Pneumatic or motor-powered hand tools and machine tools (excluding electric motor powered ones)	100	50	
	85.05	Electro-mechanical and mechanical tools for manual operation .			
304	84.51	Typewriters (those with standard Turkish keyboard only) . .	—	50	AID (2)
305	84.52.10	Calculators	—	70	AID (2)
	84.53	Statistical and similar machines (computers) working with punched or perforated cards .			
306	84.52.90	Only accounting machines, postmeters (postage mark stamping machines) and ticket printer-dispensers	—	80	
307	84.54.10	Duplicating machines	—	20	
	20	Addressing machines			
308	84.54.30	Coin and bank-note sorting, counting and packaging machines .	—	15	
309	84.54.90	Only manual crank pencil sharpeners	—	10	
310	84.61	Only valves for pressure gas tubes and acid, pressure reducer valves and thermostatic valves; components and appurtenances for such; steam valves or above 10 atm. pressure service class; valves used as spares for machines, engines, etc. (excluding LPG tubes, LPG stoves, city gas stoves, expansion valves and cocks for the latter) . .	200	25	
311	84.63	Copper alloy bearings in steel casing whether or not coated with any substance (excluding those with copper alloy top layers to be used as bearings) . . .	—	30	
312	85.01.22	Generating sets (except those coupled with diesel engines, not exceeding 15 h.p.) . . .	—	80	
313	85.01.31 32	Electric motors, power rating under 10 h.p. (10 h.p. excluded). (At the disposal of the Ministry of Industry).	30	1	
314	85.01.33	Electric motors (power rating up to and including 15 h.p.). (At the disposal of the Ministry of Industry)	10	10	AID (2)

ALGERIA, MOROCCO AND TUNISIA

Exporters interested in Algeria, Morocco and Tunisia are reminded that French is the foreign language most widely used in business and official circles in these countries. It is, therefore, essential that any literature or correspondence for local firms should be in French. Similarly, quotations of weights and measures in the metric system and of prices in local currency are also an important factor in attracting the interest of potential importers.

Quota Serial No.	Tariff Statis. No.	Description	Industrial Quota	Importer's Quota	Remarks
			(1,000 dollars)		
315	85.01.33	Electric motors over 15 h.p.	—	15	AID (2)
316	85.01.50	Only inductance and reactance coils used in radio sets, and other inductance and reactance coils without iron core, weighing not more than 300 gr.	—	25	AID (2)
317	85.01.90	Accessories and other parts (excluding body and chassis, reactance and inductance coils, windings and brushes (for the manufacture of rectifiers)	25	—	AID (2)
318	85.03	Only mercury dry cells for hearing aids	—	2	
319	85.04.10	Only alkaline storage batteries (excluding lead plate batteries)	—	5	
320	85.04.20	Stationary type battery plates of thicknesses 5 mm. and over	—	5	
	90	Only parts and accessories for alkali type storage batteries (excluding those for lead plate batteries and those liberated for import)			
321	85.06	Spare parts for electro-mechanical household appliances (excluding bodies, covers, skids, pedestals and motors, fan and vacuum cleaner parts)	—	5	
322	85.09	Electric lighting, illuminating and signalling devices for bicycles and the like and automotive vehicles; windscreen wipers, defrosters (excluding plastic headlight, tail light and signal lamp lenses)	—	100	
323	85.11.10	Electric furnaces for laboratory and industrial use	20	10	
324	85.12	Hair dryers	—	1	
325	85.11.20	Electrical soldering and cutting tools and electrical machines and equipment fitted with power generators, for welding, soldering and cutting operations (excluding welding transformers)	20	10	
326	85.13	Only teleprinters, telephone switchboards of more than 70 extentions and telephone sets with one extension button, maximum	—	20	
327	85.14.11	Microphones for telephone sets	—	15	
	12	Other microphones			
	20	Loudspeakers			
328	85.15.90	Only telescopic antennae, band selectors; vibrators for automobile radios and ferrite bars	—	15	
329	85.17	Only fire and safety alarm devices	—	5	
330	85.18	Electrical condensers	500	250	AID (2)
331	85.19.10	Only fuses for higher than 6,300V service tension and cartridges for same; remote controlled switches, thermal and magnetic switches, thermo-magnetic switches, bronze sockets, lightning arrestors and Star/Delta switches above 35A ratings	—	50	
332	85.19.10	Only automatic switches, push buttons and on/off switches	For control and distribution panel manufacturers		
	85.26	Insulating fittings for electrical machines, used for electrical connections and containing no metallic parts			
	90.26.10	Only kilowatt hour meters; 3-phase only			
			75	—	
333	85.19.90	Only parts of push buttons and bronze socket hoods (excluding external protective bodies, sleeves and bulb holders). (For the manufacture of push-buttons and bronze sockets)	25	—	
334	85.20.10	Illumination bulbs of above 1,600V	—	10	
	20	Only fluorescent illumination tubes, (excluding straight cylindrical of 20-45 mm. diameter and 35 to 175 cm. length)			
	80	Electric arc lamps			
335	85.20.70	Medical, surgical, dental and veterinary bulbs and tubes (excluding mercury vapour tubes and bulbs of up to and including 1,000W)	20	10	
336	85.22	Clockwork washing and cleaning units	—	5	
337	85.22.90	Only electrical detonators for blasting explosives	—	5	
338	85.23.10	Metallic, plastic, rubber, etc., sheathed underground and underwater cables (excluding low tension – up to 15 kV – underground cables, thermoplastic insulated types, and underground telephone cables with 40 or less conductors)	20	50	
	20				
339	85.23.90	Round section, enamelled wires of below 0·10 mm. or larger than 3 mm. (3 mm. inclusive) and rectangular section enamelled wires of over and including 10 sq. mm.	10	5	
340	85.25	Only high-tension insulators of types internationally classified as chain insulators	—	5	
341	85.25 26	Only porcelain insulators for spark plug manufacture	30	—	
342	85.26	Insulating fittings for electrical machines, used for electrical connections and containing no metallic parts (excluding fittings and parts for the machinery excluded from imports under 85.19.10)	25	10	
343	87.01	Tractors (qualifications to be determined jointly by the Ministries of Agriculture and Industry). (At the disposal of the Ministry of Agriculture)	—	500	AID (2)
344	87.01.30	Only trailer tractors. (At the disposal of the Ministry of Industry)	—	100	
345	87.14.30	Single and tandem axles, swing discs, fifth wheels, fifth wheel-couplers, and automatic traction hooks for over 10-ton capacity industrial trailers and semi-trailers	For refrigerated van and semi-trailer manufacturers. 100	—	
	84.10 84.22.90	Only hydraulic rams and telescoping cylinders			
346	87.02.11 13	Dumper bodies and dumper trucks and ordinary trucks of 15-ton and larger payload capacity. (To be imported by legally authorized representatives of manufacturers only.) (At the disposal of the Ministry of Industry)	—	100	
347	87.02.13 87.04.90	Trucks, pick-up trucks and their motorized chassis (excluding metallic and wooden beds). (To be imported by legally authorized representatives of manufacturers) (excluding panel trucks). (To be used through the decision of the Council of Ministers)	—	1	
348	87.06	Only doors, fenders and safety belts	—	20	
349	87.06	Only front wheel brake drums, mounts, shackles, hand brake drums, gasoline tanks	—	100	AID (2)
350	87.07.10	Motor-power platform trucks and similar equipment for handling goods, stacking and similar operations at factories, warehouses, etc. (irrespective of the kind of prime mover) tractors of the type used on rails (complete or incomplete)	—	20	
351	87.09.10	Motorcycles. (To be imported by legally authorized factory representatives only)	—	5	
	20	Motor-bicycles			
	30	Side-cars, all sorts			
352	87.12	Parts, components and accessories for vehicles under 87,09, 87.10 and 87.11 (excluding frames and handlebars, saddles, luggage racks, fenders, handle grips, tools and tool bags, rear forks, and the front forks of bicycles)	—	20	
353	88.02.20 30	Only agricultural sprayer airplanes, motorless fuselages and helicopters. (At the disposal of the Ministry of Agriculture)	—	150	
354	90.01 90.02	All types of prisms, lenses, reflectors and other optical articles (excluding hand mirrors, optical mirrors, concave mirrors and objective and oculars for microscopes)	—	10	
355	90.03	Only metallic spectacle frames (excluding those designed with plastics)	—	2	
356	90.03	Only metallic parts for spectacle frames	—	5	
357	90.07.11	Photography apparatus	—	5	
358	90.07	Only equipment for microfilming, and parts therefor	—	10	
	90.09	Only microfilm reading and enlarging equipment and parts therefor			
359	90.08	Cinema equipment of less than 16 mm. and sound or silent projectors	—	15	
	90.09	Still (slide) projectors, photographic enlargers and reducers			
360	90.08	Only cinema equipment 16 mm.	—	20	
361	90.08	Only cinema equipment of 35 mm. or larger	—	25	
362	90.13	Optical instruments and apparatus	—	15	
363	90.16	Designing and drafting instruments (including metallic bubble levels, trisquares and rulers) (excluding tailors' and shoe makers' tape measures, drafting desks, bubble levels, rulers, trisquares, double decimeters, triple decimeters, 'T'-shaped rulers, trisquares, protractors, curves, pantographs, and students' compasses of the type not sold in special boxes and not containing ink nibs)	—	5	
364	90.18.10	Only masks used in agricultural chemical applications	—	5	

(*Continued on next page*)

TURKEY, continued

Quota Serial No.	Tariff Statis. No.	Description	Industrial Quota	Importer's Quota	Remarks
			(1,000 dollars)		
365	90.19	Only false teeth of plastic base	—	2	
366	90.26.10	Only kilowatt-hour meters, 3-phase	—	20	
367	90.28	Fish locating equipment and depth rangers (echo sounders only). (For aquatic producers only)	—	1	
368	91.01	Pocket watches, wrist watches and the like	—	50	
369	91.07	Movements for pocket and wrist watches	—	10	
370	91.02.10 } 91.04 }	Alarm clocks of all descriptions (excluding external bell alarm clocks)	—	5	
371	91.05	Time-printer clocks for workmen's checking and check-out, recorders	—	5	
372	91.06	Time-switches with clock or watch movement or with synchronous motors (excluding hallway automatic light switches)	—	10	
	91.09	Only spring-loaded pegs for wrist bands, watch-hooks for pocket watches			
373	92.01	Pianos, harpsichords and other string instruments with keyboard			
	92.02	Other string musical instruments (excluding mandolines)			
	92.03	Pipe organs, harmoniums and other keyboard and reed instruments			
	92.04	Accordions, concertinas, mouth organs	—	10	
	92.05	Other wind musical instruments			
	92.06	Percussion musical instruments (excluding tambourines, drums and cymbals)			
	92.07	Electro-magnetic, electrostatic and electronic and similar musical instruments			
374	92.12.41	Only classical music records. (Subject to permission of the Ministry of Education)	—	5	
375	92.12.49	Sound recording tapes in spools	—	5	
376	92.12.49	Spool type magnetic tapes for electronic computing and statistics machines used for recording information	—	5	
377	92.13	Sundry parts, components and accessories for instruments under 92.11 (excluding body, disc, box and frame)	—	5	
378	92.02.20	Only dentists' chairs and operating tables with reclining, rotating and elevating movements	—	10	
379	92.02.21	Artists' brushes of all descriptions	—	3	
380	97.03	Only miniature motors for toys	2	—	
381	98.01	Only snap fasteners	—	5	
382	98.02	Only zipper slides and stops	25	—	
383	98.03.20	Fountain pens (including sliding pencils (excluding ball point pens)	—	5	
	70	Fountain pens (excluding ball point pens)			
384	98.03.50 } 90 }	Only all types of spare parts and accessories for fountain pens (excluding body and cap)	25	5	
385	98.05.10	Pencils	—	5	
	20	Pencil leads			
	30	Only drawing chalks (excluding tailors' pattern chalks)			
386	98.05.90	Pastel crayons for art and education	—	5	
387	98.07.90	Only manual numbering machines	—	1	
388	98.09.20	Other	—	1	
389	98.15	Only steel vacuum flasks	—	5	
		QUOTAS FOR ASSEMBLY INDUSTRIES			
390	Miscellan.	Articles required in connection with production and assembly of tractors (including unassembled tractors)	3,000	—	AID (2)
391	,,	Articles required in connection with truck, pick-up and minibus, station wagon, panel truck, field cars, bus frame and tractor assembly only (excluding metallic and wooden boxes)	2,500	—	AID (2)
392		Only motorized bus chassis, and articles required for bus body assembly	500	—	AID (2)
393		Articles for automobile manufacture. (At the disposal of the Ministry of Industry)	500	—	AID (2)
394	,,	Articles required for refrigerator production	800	—	
395	,,	Materials for radio production	700	—	
396	,,	Materials for electric shaver production	20	—	
397	,,	Materials for record player production	30	—	
398	,,	Materials for tape recorder production	40	—	
399	,,	Materials for elevator and escalator production	150	—	AID (2)
400	,,	Materials for vacuum cleaner production	60	—	AID (2)
401	,,	Materials for automatic telephone switchboard production	60	—	
402	,,	Only materials for typewriter and calculator production	50	—	
403	Miscellan.	Necessary import materials for tyre manufacturers	800	—	AID (2)
404	,,	Materials for electronic equipment manufacture	30	—	
405	,,	Materials for liquid fuel burner manufacture	300	—	
406	,,	Materials for LPG burner and radiant manufacture	20	—	
407	,,	Materials for dry-cell battery manufacture	800	—	
408	,,	Materials for LPG tube, valves, expansion valves and cocks manufacture	100	—	
409	,,	Materials for power and distribution transformer manufacture	75	—	
410	,,	Materials for sewing machine manufacture	300	—	
411	,,	Materials for washing machine manufacture	250	—	
412	,,	Materials for construction machinery manufacture	300	—	
413	,,	Necessary import materials for vegetable oil manufacturers equipped with hydrogenation facilities	150	—	
414	,,	Materials for machine lathe manufacture. (At the disposal of the Ministry of Industry)	300	—	
415	,,	Materials for air compressor manufacture. (At the disposal of the Ministry of Industry)	150	—	
416	,,	Materials for power-meter manufacture. (At the disposal of the Ministry of Industry)	120	—	
417	,,	Materials for motor powered agricultural pulverizer manufacture. (At the disposal of the Ministry of Industry)	50	—	
418	,,	Materials for manufacture of machinery for olive oil production. (At the disposal of the Ministry of Industry)	100	—	
419	,,	Materials for manufacture of industrial furnaces (ovens). (At the disposal of the Ministry of Industry)	80	—	
420	,,	Materials for electric motor manufacture	300	—	
421	,,	Materials required for manufacturing of thermoplastic insulated conductors	1,000	—	
422	,,	Materials for loudspeaker manufacture	40	—	
423	,,	Materials required for manufacturing motorcycles and three-wheel transport vehicles	200	—	
424	,,	Materials required for manufacturing bicycles	150	—	
425	,,	Materials required for manufacturing paints	800	—	
426	,,	Materials required for manufacturing cooling units of refrigerators. (At the disposal of the Ministry of Industry)	300	—	
427	,,	Materials required for manufacture of water tube and flame tube, high pressure steam boilers and LPG tanks larger than 8m3	250	—	
428	,,	Materials required by manufacturers of electric light bulbs	250	—	
429	,,	Commodities required for manuturing leathers	150	—	
430	,,	Commodities required for manufacturing brake and clutch linings	100	—	AID (2)
431	,,	Commodities required for manufacture of harvester-threshers	200	—	
432	,,	Import ingredients for preparations of soft drink concentrates	40	—	
		OTHER QUOTAS FALLING WITHIN MISCELLANEOUS TARIFF HEADINGS			
433	Miscellan.	Emergency requirement commodities for pharmaceutical factories and laboratories. (At the disposal of the Ministry of Health)	200	—	AID (9)
434	,,	Emergency requirements of private enterprise industries. (At the disposal of the Union of Chambers)	1,000	—	AID (9)
435	,,	Emergency requirements of State enterprises ($400,000 for the emergency requirements of the Integral Iron and Steel Mills, Eregli). (At the disposal of the Ministry of Industry)	1,500	—	AID (9)
436	,,	For the requirements of the Keban Dam contractors. (At the disposal of the Ministry of Finance)	—	200	AID (2)
437	,,	For State enterprise investments (machinery and equipment) (xx). (At the disposal of the Ministry of Finance)	15,000	—	AID(2)
438	,,	Private enterprise investments (plant and equipment) (xx). (At the disposal of the Union of Chambers)	8,000	—	AID (2)
439	,,	Private enterprise investments (plant and equipment). (At the disposal of the Industrial Development Bank)	2,000	—	AID (2)
440	,,	Stabilizing and reserve funds (xx). (At the disposal of the Ministry of Commerce)	—	3,000	AID (2)
441	,,	Against the State Supply Office			

Quota Serial No.	Tariff Statis. No.	Description	Industrial Quota	Importer's Quota	Remarks
			(1,000 dollars)		
		requirements and those of other Ministries and Governmental Departments. (At the disposal of the Ministry of Finance) . .	—	2,500	AID (2)
442	,,	Materials included under current import lists – for requirements of artisans and small trades (xx). (At the disposal of the Ministry of Industry)	500	—	
443	,,	For requirements of producers of aquatic products. (At the disposal of the Ministry of Commerce)	—	50	
444	,,	For procurement of ships (xx). (At the disposal of Ship Co-ordination Board) . . .	—	1,000	
445	,,	For materials required for ship-building and repairing (xx). (At the disposal of Ship Co-ordination Board)	3,600	—	
446	,,	For sports goods requirements. (At the disposal of the General Directorate of Physical Training) .	—	50	
447	,,	Surplus goods importation. (At the disposal of the Ministry of Commerce)	—	19,000	
448	,,	Materials for emergency requirements of the agricultural sector. (At the disposal of the Ministry of Agriculture). . . .	—	600	
449	,,	Materials for emergency requirements of the communications sector ($1,000,000 for the emergency requirements of State Railroads Administration). (At the disposal of the Ministry of Communications)	1,500	—	
450	,,	For goods required for touristic purposes and facilities. (At the disposal of the Ministry of Tourism and Information) .	400	—	
451	,,	For emergency requirements of the State sector, for petroleum exploration, drilling and refinery operations, power and mining operations and enterprises. (At the disposal of the Ministry of Power and Natural Resources) .	3,000	—	
452	,,	For plant and machinery requirements of contractors, in connection with Official Sector Contractual works	2,000	—	
453	,,	For importation of special apparatus, implements and conveyances for invalids. (At the disposal of Red Crescent)	—	20	
454	,,	Medicine and chemicals not included under existing Import lists. (At the disposal of the Ministry of Health) . . .	—	45	
455	,,	For the Izmir International Fair (x). (At the disposal of the Ministry of Commerce)	—	15,000	

(x) Amount indicated against this quota is for the year 1966, and balances outstanding from Quota XVI shall be available under Quota XVII.

(xx) Amount indicated against this quota is for six-month period; and the unused balances from Quota XVI shall be used within the cycle of XVII Quota.

Notes:

(1) Wherever in this list further statistical numbers have been entered along with the Customs Tariff and Item numbers, all statistical numbers enumerated for the respective Tariff Numbers in the 'Customs entry Tariff Schedules' shall be regarded as inclusive within the scope of such.

(2) Unless specifically annotated with restrictive provisions such as 'only' or 'excluding' all commodity descriptions in this list shall be inclusive of any and all articles enumerated under the respective Item numbers in the 'Customs Entry Tariff Schedules'.

(3) For imports to be made against quotas marked 'miscellaneous' the goods need not be included in the import lists. However, goods included in the liberalization lists may not be imported against these quotas. Provisions and stipulations regarding changes in commodities are reserved.

Remarks:

Aid allocations:

AID (1). Wholly AID.

AID (2). Partly AID.

AID (3). Partly AID. (Castor oil (15.07.11) shall be paid for from Turkish free foreign currency resources.)

AID (4). Tariff numbers 41.01.11, 15 and 16 may be imported only from the United States with AID funds. The others shall be paid for from Turkish free foreign currency resources.

AID (5). Partly AID. 20 denier (inclusive) and finer gauges and polypropylene shall be paid for from Turkish free foreign currency resources.

AID (6). Wholly AID. 20 denier (inclusive) and finer gauges, polyester, polypropylene and polyvinyl base ('Rhovyl' and 'Movil' types) and ultrapan cords shall be paid for from Turkish free foreign currency resources.

AID (7). Wholly AID. Those of 20 deniers or less and those of a polyester, polypropylene and polyvinyl base ('Rhovyl' and 'Movil' types) shall be paid for from Turkish free foreign currency resources.

AID (8). Wholly AID. Those of a polyester and polypropylene base shall be paid for from Turkish free foreign currency resources.

AID (9). Partly AID. Applications for less than $5,000 shall be paid for from Turkish free foreign currency resources.

LEBANON

Customs tariff

THE LEBANESE *Official Gazette* No. 51 of June 27, 1966, announced the following amendments to the Lebanese Customs Tariff:

(a) *Sugar Products*

The duty on imported sugar products except sugared liquid milk is now 50 Lebanese Piastres per kilogramme.

(b) *Sugared Liquid Milk for Confectionery*

The duty imposed on this commodity is now 12 Lebanese Piastres per kilogramme.

All inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460/462).

JORDAN

Customs tariff

THE FOLLOWING AMENDMENTS to the Customs tariff were published in the Jordanian *Official Gazette* No. 1932 of June 20, 1966:

Tariff No.	Description	Unit	Rate of Duty
48/1/e	Transparent cellulose paper (cellophane): 1. Imported cigarette paper for industrial purposes: (a) for making cigarette paper books . . .	*Ad val.*	1%
48/1/f	Others	*Ad val.*	14%

All inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 460/462).

GREECE

Modifications to import regulations and customs tariff

THE GREEK GOVERNMENT Economic Council has recently decided to prohibit imports of egg powder (Tariff heading 04-05D) and to increase the import duty on fresh bovine meat (Tariff heading 02-01AIa) from 60 per cent of the current import duty to 80 per cent (see *Board of Trade Journal* of March 25).

Inquiries about the above notice should be made to the Export Services Branch, Board of Trade, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4.

At your service

In Switzerland—the heart of European banking, in West Germany and in the most important business centres of the Arabic-speaking world, the Arab Bank is at your service, offering businessmen a comprehensive banking service based on first-hand knowledge and wide experience of the countries in which its branches operate.

ARAB BANK LIMITED

Head Office: AMMAN, JORDAN
Paid-up Capital and Reserves: £11,900,000
Total Assets: £128,000,000

Branches in:
Aden, Bahrain, Gaza, Jordan, Lebanon, Libya, Morocco, Nigeria, Qatar, Saudi Arabia, Sharjah, Sudan, Tunisia,

ARAB BANK (OVERSEAS) LTD.
(Registered under Swiss Law)
Paid-up Capital: Swiss Francs 26,400,000
70 Talstrasse, ZURICH
Telephone: 051/25.50.35. Telex; 52.279
and at 3 Rue du Marché, Geneva
Telephone: 022/25.43.55. Telex: 22.038

ARAB BANK A.G.
15 Grosse Gallusstrasse, FRANKFURT/MAIN
Telephone: 20306. Telex: 414249.

Advertisement of Company Meeting

STEEL BROTHERS AND COMPANY LIMITED

THE 75TH ANNUAL GENERAL MEETING OF STEEL BROTHERS AND COMPANY LIMITED will be held on August 23rd in London.

The following is an extract from the statement by the Chairman, Mr. W. F. G. Salkeld, which has been circulated to Shareholders:

Profits from trading and investments are up on 1964 at £516,969 but heavier taxation leaves a net profit from trading and investments of £191,969 which is still rather better than in 1964.

Dividends have been paid as set out in the Report of the Directors and it is proposed that the second interim dividend on the Deferred Ordinary Shares paid on March 31 should be treated as final.

UNITED KINGDOM

Carbutt & Co. (1928) Ltd. This Company again made a small loss in the operation of their Hull mill.

Sondes Place Research Laboratories Ltd. This Company made a sharp loss in 1965. Business has improved in the past few months and there are hopes that 1966 will produce a better result.

H. G. Sanders & Son Ltd. A small profit was earned during 1965 and we are hopeful that the progress made will be maintained in the current year.

Steel Brothers & Higgins (Insurance) Ltd. Steel Brothers (Underwriting Agencies) Ltd. Whittington (Insurance & Finance) Ltd. These Companies' operations are proceeding satisfactorily.

Negotiations for the purchase of two Insurance Broking Firms are nearing completion and the Company is seeking further suitable opportunities of investment in insurance and reinsurance.

Spire Homes Ltd. This Company is progressing.

BURMA

I regret that we have made no progress in clearing up the thoroughly unsatisfactory position of the Company's affairs in this country.

INDIA

The Indo-Burma Petroleum Co. Ltd. The Company continues to pursue a policy of diversification by investing in industrial projects. These are making good progress under the circumstances but are facing difficulties arising from India's shortage of foreign exchange.

PAKISTAN

Restrictions on imports, and the war with India and its aftermath, made trading conditions unusually difficult and results from our operations in both Karachi and Chittagong were slightly poorer than last year.

These conditions continue.

CEYLON

E. B. Creasy & Co. Ltd. Darley, Butler & Co. Ltd. With the trend towards favouring 'National' Companies when Import Licences are being allocated, we have considered it advisable to 'Ceylonise' these Subsidiaries and arrangements to this end are in train.

MIDDLE EAST

Our Associated Company, Spinney's (1948) Ltd., had a satisfactory year.

In Iraq, our Associated Company, Rafidain Developments Ltd., again did well.

EAST AFRICA

Our Associates, A. Baumann & Company Limited, continue to trade on a satisfactory basis.

CANADA

Our interests have progressed satisfactorily during 1965 with both turnover and profits showing increases. We expect that 1966 will show continued progress.

We have recently completed arrangements for the construction of a modern lime plant at Kananaskis. The bulk of the finance required has been raised in Canada.

Our Canadian investments have now been consolidated into a Canadian non-resident investment company, Steel Brothers Canadian Holdings Limited; our operating company in Canada being now called Steel Brothers Canada Limited.

PROSPECTS. It is even more difficult than usual to forecast the probable results for the current year but clearly these will be adversely affected by the devaluation of the Indian Rupee, the United Kingdom shipping strike and the Selective Employment Tax.

REPUBLIC OF SOUTH AFRICA

Import control

PRELIMINARY NOTICE was given in the *Board of Trade Journal* of July 22 (page 250) of changes in the definition of poplin for import control purposes, and of additional restrictions on the import of scarves in the piece and small tools.

A copy has now been received of Notice R1106, contained in the Republic of South Africa *Government Gazette* of July 8, which sets out these changes in detail, as follows:

1. The definition of poplin, which is on the Restricted List of goods requiring a specific import permit (and thus entailing the surrender of R3 of an importer's original import permit for every R1 of a specific permit), has been amended to read:

Fabrics of silk or waste silk, cotton or man-made fibres (discontinuous), with a weight per square yard of less than 5 ounces, woven from single or plied yarn of a cotton count (in the unplied form) of 30's or finer and with a construction of 140 threads or more per square inch (of which 84 or more threads must be in the warp), but excluding:

(a) fabrics in which silk or waste silk predominates by weight;
(b) fabrics containing 15 per cent or more wool or other animal hair;
(c) fabrics in a twill or sateen weave, dyed black;
(d) glazed fabrics commonly used as window-blind material;
(e) fabrics of a width not exceeding 33 inches, whether plain or striped, specially designed for use as the distinctive traditional tribal dress of the Ovambo, Pondo, Shangaan, Tonga, Venda, Swazi or Zulu;
(f) fabrics commonly known as haircloth;
(g) crepe fabrics;
(h) seersucker fabrics;
(i) figured fabrics;
(j) damask fabrics;
(k) broche fabrics;
(l) indigo-blue discharge print fabrics;
(m) printed materials (other than cottons) not printed in checks and/or stripes;
(n) fabrics of a value for duty purposes exceeding 65 cents per square yard and of a weight exceeding 4·5 ounces per square yard, not printed;
(o) fabrics stiffened with size or the like, commonly used for interlinings.

2. The following items are added to the Restricted List:

B.T.N.	Description of Goods
90.17	*Disposable artificial plastic hypodermic syringes, with or without needles (excluding those filled with injectable preparations).
Ex 51.04	Printed fabrics with scarf designs.
Ex 56.07	
Ex 82.04	Bolsters.
Ex 82.04	Cold chisels.
Ex 82.04	Forges – portable, fan, bottom blast, with hand or electrically operated blower.
Ex 84.11	Blowers – hand-operated for forges.
Ex 82.04	Hammers – of base metal.
Ex 82.01	Hacking knives.
Ex 82.01	Hatchets.
Ex 90.16	Levels – straight-edged, of which the f.o.b. price does not exceed R10 per level.
Ex 82.04	Hand punches – drive, rail, pin, centre, roofing and taper.
Ex 82.04	Screwdrivers.
Ex 82.04 } Ex 85.11 }	Soldering irons.
Ex 82.04	Star wall drills.
Ex 82.04	Vices – mechanics', fitters', engineers' bench type (spindle operated, with or without quick release), woodworkers'. or carpenters', and chain pipe.
Ex 82.04	Tyre levers.
Ex 82.04	Twist drills – all types.
Ex 82.05	
Ex 84.45	
Ex 82.04	Trowels.
Ex 82.04	Other masons' hand tools.
Ex 40.01	*Natural rubber.
Ex 79.01	*Zinc.
Ex 28.05	*Mercury.
Ex 74.01	*Copper.

Note: As a concession to importers of goods on the Restricted List, the first R5,000 of an importer's total annual quota received may be converted for a specific permit on the basis R1 for R1, except in the case of goods marked with an asterisk.

3. The import regulations have been amended so that specific permits for the import of poplin (as defined) are required even when the poplin is imported under the rebate of duty facilities of Schedule 3 to the Customs and Excise Act, 1964.

With regard to the expression 'scarf designs' in the item added to the Restricted List, it is pointed out that this expression, in relation to printed fabrics of man-made fibres (continuous and discontinuous) means fabrics which are defined by pattern or which bear an indication in any manner where they should be cut for the purpose of hemming to form finished scarves, stoles or mufflers, but excludes fabrics which have bands of unwoven threads at regular intervals and which are classifiable under tariff heading 61.06.

Notice R1106 does not apply to goods, mentioned in the notice, the importation of which was covered by an On Board Bill of Lading dated not later than July 9, 1966.

RHODESIA

Suspension of duty

THE CUSTOMS AND EXCISE (Suspension) (Amendment) Regulations, 1966 (No. 11) published as Rhodesia Notice No. 507 of July 22 amends the Customs and Excise (Suspension) Regulations, 1966, to the following extent:

(Britain pays the Column B rate of duty)

Goods	Effective Rates			
	Duty A	Duty B	Duty C	Duty D
First Schedule				
By the repeal of the following items:				
Ex 331 (2) Zinc plate and sheet, coated and polished, of a type suitable for use in lithographic process engraving *ad val.*	10%	5%	Free	Free
Ex 331 (2) Aluminium plate or sheet, polished on one surface and perforated; of a type suitable for use in lithographic printing machines . . . *ad val.*	10%	5%	Free	Free
By the insertion of the following item:				
Ex 331 (2) Metal plates or sheets, specially prepared for lithographic printing purposes (for example planed, ground, polished, plated or coated); whether perforated or not . . *ad val.*	10%	5%	Free	Free

GHANA

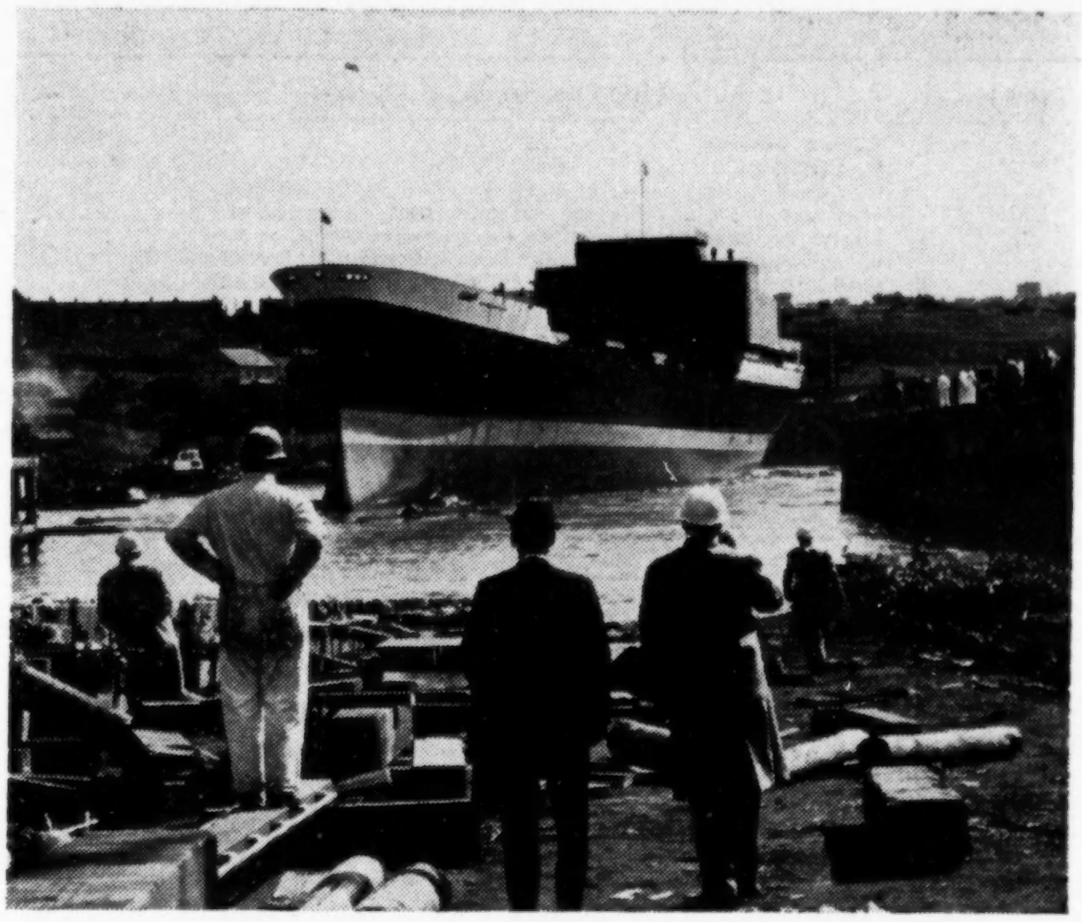
Customs tariff amendments

THE FIRST AND SECOND Schedules to the Ghana Customs Tariff are amended by the National Liberation Council Decree 63, as below, and became effective from July 20, 1966.

FIRST SCHEDULE – IMPORT DUTIES

A. General Rates

Tariff No.	Tariff Description	Rate of Duty
02.01	Meat and edible offals of the animals falling within heading No. 01.01, 02.02, 01.03, 01.04, fresh, chilled or frozen the lb.	C0·05
02.02	Dead poultry (that is to say, fowls, ducks, geese, turkeys and guinea fowls) and edible offals thereof (except liver), fresh, chilled or frozen . . . . . the lb.	C0·05
02.03/04	Other meat and edible meat offals (including poultry liver), fresh, chilled or frozen; poultry liver, salted or in brine the lb.	C0·05
02.06	Meat and edible meat offals (including poultry and game but excluding poultry liver), salted, in brine, dried or smoked:	
	A. Pig meat other than bacon and ham . the lb.	C0·01
	B. Other . . . . . the lb.	C0·05
03.01	Fish, fresh (live or dead), chilled or frozen:	
	A. Exceeding 20 cm. in length . . . the lb.	C0·05
	B. Other	5%
03.02	Fish, salted, in brine, dried or smoked . . the lb.	C0·05
03.03	Crustaceans and molluscs, whether in shell or not, fresh (live or dead), chilled, frozen, salted, in brine or dried; crustaceans, in shell, simply boiled in water . . the lb.	C0·05
16.01	Sausages and the like, of meat, meat offal or animal blood the lb.	C0·05
16.02	Other prepared or preserved meat or meat offal . the lb.	C0·05
16.04	Prepared or preserved fish, including caviar and caviar substitutes:	
	A. Caviar and caviar substitute	50%
	B. Other . . . . . the lb.	C0·05
24.02	Manufactured tobacco; tobacco extracts and essences:	
	A. Cigars and cheroots . . . . . the lb.	C11·00
	B. Cigarettes . . . . . the lb.	C10·00
	C. Other (including snuff) . . . . . the lb.	C8·00
27.09/10	Petroleum oils and oils obtained from bituminous minerals; preparations not elsewhere specified or included, containing not less than 70% by weight of petroleum oils or of oils obtained from bituminous minerals, these oils being the basic constituents of the preparations:	
	A. Crude or partly refined oils (including topped crudes) .	50%
	B. Other:	
	(1) Motor spirit, including products ordinarily used as such (petrol, gasoline), petroleum ether, petroleum benzene and petroleum naphtha . . the gal.	C0·39
	(2) White spirit (turpentine substitutes) . .	10%
	(3) Kerosine (excluding aviation turbine fuel) the gal.	C0·12
	(4) Jet fuel (aviation turbine fuel) other than kerosine the gal.	C0·39
	(5) Diesel and gas oils and other distillate fuels the gal.	C0·17
	(6) Furnace oil and other residual fuel oils . the gal.	C0·17
	(7) Lubricating oils . . . . . the gal.	C0·24
	(8) Lubricating greases (including solidified lubricating oils) . . . . . the lb.	C0·03
	(9) Other (including special purpose oils, n.e.s.) . .	50%
41.02/08	Leather (including chamois-dressed leather; parchment-dressed leather, patent and imitation patent leather and metallized leather:	
	A. Sole leather (bellies and shoulders)	20%
	B. Other	50%
47.01/02	Pulp derived by mechanical or chemical means from any fibrous vegetable material; waste paper and paperboard; scrap articles of paper or of paperboard, fit only for use in paper making	10%
50.01/03	Silk-worm cocoons, raw silk (not thrown) and silk waste (including cocoons unsuitable for reeling, silk noils and pulled or garnetted rags)	10%
52.01	Metallized yarn, being textile yarn spun or covered with metal by any process	10%



The 21-knot Blue Funnel cargo liner 'Prometheus is shown here being manœuvred by tugs to the fitting-out quay at Vickers Naval Yard after her launch on July 18. 'Prometheus' and her three sister ships in the new Blue Funnel 'Priam' class of express cargo liners will enter the line's United Kingdom-Europe/Far East-Japan service early in 1967. 'Priam', the first of the class, is expected to enter service in the autumn of this year.

Tariff No.	Tariff Description	Rate of Duty
53.01/05	Sheep's or lambs' wool and other animal hair, whether or not carded or combed, and waste of such wool or of animal hair whether or not pulled or garnetted (including pulled or garnetted rags)	10%
54.01/02	Flax and ramie, raw or processed but not spun, flax tow, ramie noils and waste of flax or of ramie (including pulled or garnetted rags)	10%
55.01/02	Cotton, not carded or combed; cotton linters . . .	10%
55.03	Cotton waste (including pulled or garnetted rags), not carded or combed	10%
55.04	Cotton, carded or combed	10%
56.01/04	Man-made fibres (discontinuous) and waste (including yarn waste and pulled or garnetted rags) of man-made fibres (continuous or discontinuous), whether or not carded or combed or otherwise prepared for spjnning; continuous filament tow	10%
57.01/04	True hemp (cannabis sativa), Manila hemp (abaca) (musa textilis), jute and other vegetable textile fibres, raw or processed but not spun; tow and waste of such fibres (including pulled or garnetted rags or ropes):	
	A. Jute, raw	5%
	B. Other	20%
60.03	Stockings, under stockings, socks, ankle-socks, babies' bootees, sockettes and the like, knitted, or crocheted, not elastic nor rubberized . . . . . the pair	C0·40 or 75%
60.06	Knitted or crocheted fabric and articles thereof, elastic or rubberized (including elastic knee-caps and elastic stockings):	
	A. Fabric . . . . . the lb.	C0·30 or 75%
	B. Stockings . . . . . the pair	C0·40 or 75%
	C. Other articles	75%
61.10	Gloves, mittens, mitts, stockings, socks and sockettes, not being knitted or crocheted:	
	A. Stockings, socks and sockettes . . . the pair	C0·40 or 75%
	B. Other	100%
73.01	Pig iron, cast iron and spiegeleisen, in pigs, blocks, lumps and similar forms	10%
73.02	Ferro-alloys	10%
73.03	Waste and scrap metal of iron or steel	10%
73.04/05	Shot and grit, wire pellets, powder and sponge, of iron or steel	10%
73.06	Puddled bars and pilings; ingots, blocks, lumps and similar forms, of iron or steel	10%
73.07	Blooms, billets, slabs and sheets bars (including tin-plate bars), of iron or steel; pieces roughly shaped by forging, of iron or steel	10%
73.10	Bars and rods (including wire rod), of iron or steel, hot-rolled, forged, extruded, cold-formed or cold-finished (including precision-made); hollow mining drill steel:	
	A. Reinforcing rods including binding rod . the ton	C24·00 or 25%
	B. Other	50%
73.11	Angles, shapes and sections of iron or steel, hot-rolled, forged, extruded, cold-formed or cold-finished: sheet piling of iron or steel whether or not drilled, punched or made from assembled elements	25%
73.28	Expanded metal, of iron or steel	10%
74.01/02	Copper matte: unwrought copper (refined or not); copper waste and scrap; master alloys	10%
76.01	Unwrought aluminium: aluminium waste and scrap . .	20%
87.02	Motor vehicles for the transport of persons, goods or materials (including sports motor vehicles, other than those of heading No. 87.09):	

(Continued on next page)

GHANA, *continued*

Tariff No.	Tariff Description	Rate of Duty
	A. Ambulances	Free
	B. Dumpers	Free
	C. Other	30%
87.03	Special purpose motor lorries and vans (such as breakdown lorries, fire-engines, fire-escapes, road sweeper lorries, snow-ploughs, spraying lorries, crane lorries, searchlight lorries, mobile workshops and mobile radiological units), but not including the motor vehicles of heading No. 87.02:	
	A. Mobile road sweepers and sprayers, and other mobile vehicles of a kind used in the construction and maintenance of roads or in the clearing of land	Free
	B. Mobile dispensaries	Free
	C. Refuse collectors	Free
	D. Fire engines	Free
	E. Mobile workshops	Free
	F. Other	30%

FIRST SCHEDULE – PART B

1. Goods admissible at concessionary duty rates, etc.:

Tariff No.	For the Manufacture of	Description of Goods	Rate of Duty
B.18	Textile fabrics and textile manufactures	(1) Yarn the lb.	C0·06 or 10% whichever is the less.
		(2) Chemicals (including starch) and colouring materials	5%
		(3) Fabrics (including hessian cloth) in the piece, provided the Comptroller is satisfied that similar materials are not being manufactured locally the sq. yd.	C0·25 or 50%
		(4) Knitted (including interlock) or crocheted fabric the lb.	C0·20 or 50%

2. Goods admissible at concessionary duty rates when imported by manufacturers approved by the Comptroller:

Tariff No.	For the Manufacture of	Description of Goods	Rate of Duty
B.101	All goods	(1) Commercial packing containers of the following description (but subject to the Comptroller's satisfaction that similar containers are not made in Ghana): glass bottles, jars, and pots; containers wholly or partly of base metal or paperboard	7½%
		(2) Materials which are in the opinion of the Comptroller:	
		(a) Basic materials	5%
		(b) Other materials	10%
B.102	Commercial packing of paper, paperboard or of plastic material.	All materials (except building board)	10%
B.106	School stationery namely exercise books, note books, jotters, drawing books, mapping books, registers and log books.	Paper in large rolls or sheets falling within Heading No. 48.01/02	Free

3. Other goods admitted conditionally at concessionary duty rates:

Tariff No.	Description of Goods	Condition	Rate of Duty
Delete the item relating to Foodstuff (Tariff No. B.203).			
B.205	Refrigerator and air conditioner parts.	Suitable solely for use as such	20%

SECOND SCHEDULE
Exemptions

Delete and substitute the following new sub-paragraph:
F.59 Foodstuffs:
(2) West African raw foodstuffs and garribut excluding meat, alcoholic beverages and fish.

Note: The symbol C should read in the schedule as ₵ for Cedi.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 472.)

MOROCCO

Customs tariff modifications

THE MOROCCAN *Bulletin Officiel* of June 29, 1966, published the following details of modifications to the table of customs duties (*ad valorem*) levied on imports into Morocco. The new rates came into effect as from July 4.

Tariff No.	Description	Tariff General	Tariff Working
92-12	Gramophone records and other sound recordings; matrices for the production of records, prepared record blanks, film for mechanical sound recordings, prepared tapes, wires, strips and like articles of a kind commonly used for recording sound:		
	A. Prepared but not recorded:		
	I. 35 mm. films	40	10
	II. Professional magnetic strip of a nominal width of 6·25 mm. and a minimum length of 750 metres, wound on metallic cores, presented in sealed packages in accordance with specifications S.N. 402R of *Radiodiffusion Television Marocaine*	40	10
	III. Magnetic tapes for use as information holders for electronic computers, comprising a band of flexible plastic material, coated with iron oxide, of a width of 12·65 mm. a thickness of 0.048 mm. and a length of 365 or 750 metres, the tapes being wound on spools contained in cases of plastic material	40	10
	IV. Other	80	60
	B. Recorded	80	60

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 479-81).

SUDAN

Import restrictions

EXPORTERS ARE advised not to ship goods to the Sudan unless an irrevocable letter of credit or some firm guarantee of payment is assured.

In addition to the items specified in the *Board of Trade Journal* of July 29 it is understood that insecticides and fertilizers are likely to be classified as essential for licensing purposes.

SINGAPORE

Import licensing and quantitative restriction

THE BOARD OF TRADE has received Notice to Singapore Importers No. 27 of 1966 which states that with effect from July 16, 1966, the importation of:

Parts of accumulators: Plates (Tariff code 729 122-2)

from any country must be covered by specific import licences approved by the Singapore Imports and Exports Control and Registration Department.

A notification published on July 16, 1966, as a Supplement to the Singapore Government *Gazette* amends the Prohibition of Imports (General Licence) Notification, 1965, by placing the above-mentioned goods on a specific import licensing basis.

Applications for import quotas must be supported by documentary evidence of imports for 1965. Import quotas will be restricted to 65 per cent of an applicant's proved imports for the year 1965 and will be issued at intervals of three months commencing July 16, 1966.

This quantitative restriction on the above-mentioned goods is applied to consignments imported for consumption in Singapore. Goods imported for the purpose of re-export are not subject to quantitative restriction and are not held against the importer's quota. Import licences will be issued for such consignments subject to the following conditions:

(i) the goods, pending re-export, shall be stored in the godowns of the Port of Singapore Authority; and
(ii) the goods shall be re-exported within the period specified in the import licence.

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

INDIA

Change in office hours

THE BRITISH HIGH COMMISSION in Delhi and the Deputy High Commissioner's offices in Calcutta, Bombay and Madras are now closed for normal business on Saturdays.

Business visitors to Delhi who are in urgent need of assistance may get in touch with the officers of the Economic and Commercial Division of the High Commission by telephoning 70371 where operators are continuously on duty. In the regions contact may be made direct to officers' home telephone numbers which are shown in the respective local directories.

NEW ZEALAND

Customs tariff review on some goods

THE New Zealand Ministry of Customs has announced that it intends to review the decisions of the Minister approving the admission of certain goods under Item 448 (3) of the former Tariff (although the new tariff came into force on July 1, 1962, provision has been made for the continuation of these concessions until June 30, 1966).

The Minister has now decided that goods approved under Item 448 (3) which are subject to the same or lower rate of duty in the present Tariff will revert to the substantive items from August 11, 1966.

Anyone wishing to make representations for or against any of the remaining goods being approved for further concessionary entry under Part II of the present Tariff should do so in writing to the Comptroller of Customs, Private Bag, Wellington, on or before August 11, 1966, clearly marking submissions '448 Review' and quoting the relevant decision in full. Separate submissions should be made under each decision reference.

The following goods are covered by this review:

Tamarinds.

Tanners', curriers', and fellmongers' materials:
- A.S.A. leather treating compound declared by a manufacturer for use by him only as an ingredient in tanning leather.
- Egolin, a substitute for natural egg yolk in the fat liquoring process of tanning leather.
- Ionex, on declaration by a manufacturer for use by him only as an ingredient in tanning leather.
- Lissatan A, AC, and CH.
- Tanning extracts, tanners' bates, and other substances, specially suited for use in making leather or in treating hides and skins.

Tarpaulins, tents and sails:
- Twines, 2-16 ply, of approved qualities, for making tarpaulins and sails.

Teeth, artificial:
- Porcelain powders declared by a manufacturer for use by him only in making artificial teeth.

Tetraethylene pentamine.

Tetrahydrofuran.

Tetrahydrofurfural alcohol.

Tetramethyl thiuram disulphide (Ancazide ME).

Texel cord.

Textile making:
- Aerotex resin M3.
- Anti-static agents specially prepared for the treatment of textile fibres during weaving or knitting.
- Bleaching agents specially suited for bleaching textiles.
- Degreasing, scouring, and wetting out preparations, specially suited for the treatment of textiles, yarns, and fibres.
- Dulling agents for producing a dull finish on textiles.
- Fireproofing preparations for textiles.
- Irgatex D40 mothproofing agent.
- Mitin FF mothproofing agent.
- Monite mothproofing agent.
- Preparations for the treatment of textiles to prevent felting and shrinking:
  Example: Melafix II.
- Preparations put up specially for removing accumulations of size from the following:
  (a) Textile knitting machines.
  (b) Hosiery knitting machines.
  (c) Hosiery forming boards.
- Preparations specially suited for the treatment of textiles to impart a grease stain, or water repellent surface.
- Preparations to prevent snagging of threads during knitting of hosiery.
- Rubber strip, pre-cut, and rubber thread of other than circular cross-section on declaration by a manufacturer for use by him only in making elasticized fabrics or covered elastic threads.
- Rubber thread of circular cross-section on declaration by a manufacturer for use by him only in making elasticized fabrics or covered elastic thread.
- Softening agents specially suited for use in the manufacture of yarns, hosiery, or textile piece-goods.
- Thioglycollic acid and ammonium thioglycollate, declared by a manufacturer for use by him only for making crease resistant preparations for textiles.
- Tufts or knops of coloured wool for incorporating in tweed materials to give a flecked effect.
- Waterproofing preparations for textiles.
- Yarns of silk, artificial silk, or mixtures of silk and artificial silk, as approved, declared by a manufacturer for use by him only in making woollen piece-goods:
  - Approved:
    - Yarns which have been processed in Australia but which do not qualify for the admission as the produce or manufacture of that country (the concession does not extend to yarns manufactured in foreign countries).
- Thanite (secondary terpene alcohol thiocyanol acetate).

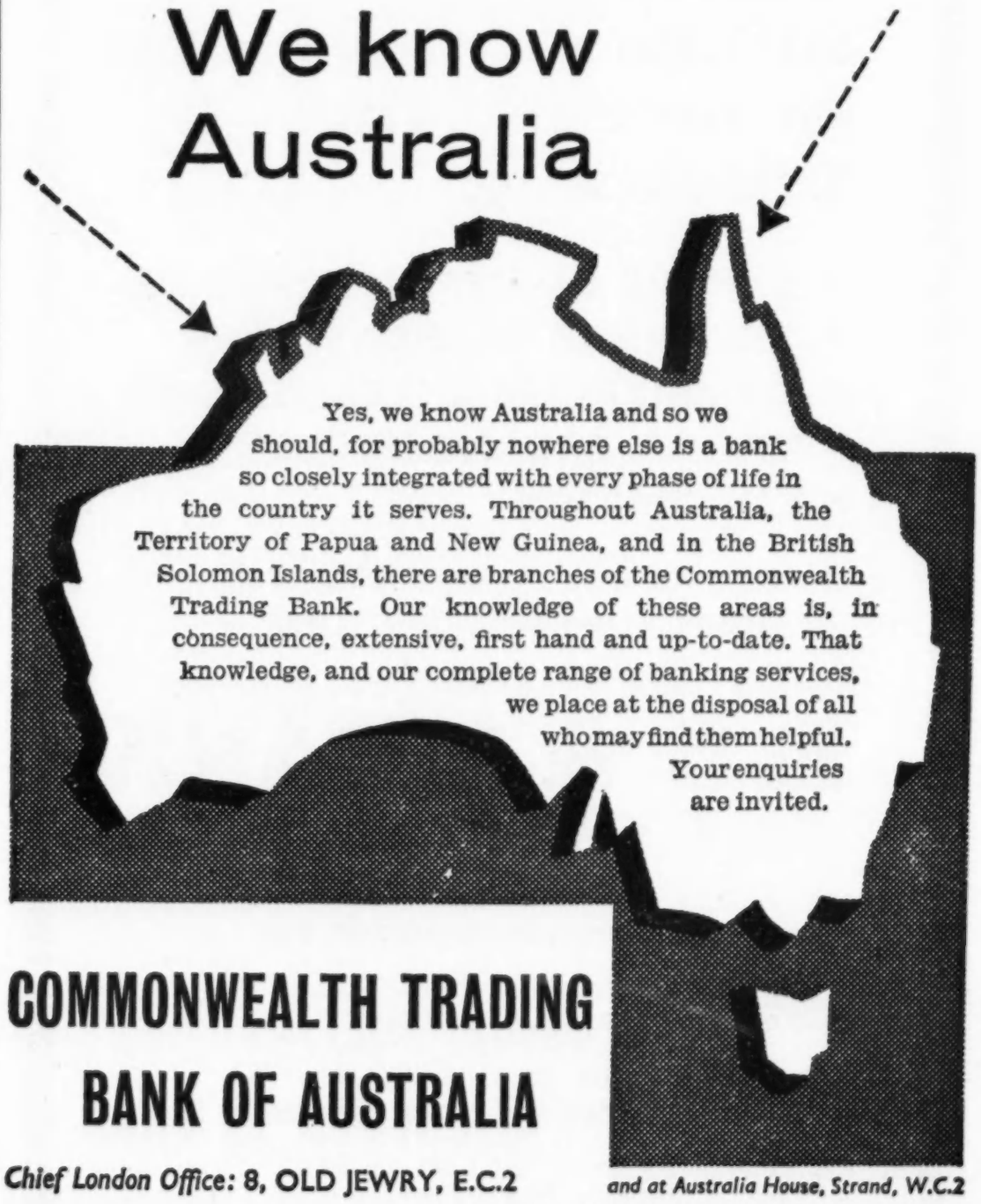
Timber preservatives:
- Chemical preparations, not being paints or containing metallic soaps, specially suited for use in preserving timber.
  Examples:
  Lignasan, pantachlorophenol, sodium pentachlorphenate.

Timers, non electric specially suited for restricting the time of flight of model aeroplanes.

Tinsmiths' materials:
- Balls, copper, in halves, for making ball valves for cisterns.
- Balls, valve, of rubber and metal, for cisterns.
- Bodies and other parts of metal (other than aluminium) stamped or spun, including necks and shoulders, for making buckets, kettles, tea and coffee pots, billies and similar holloware (not including (a) milk or cream cans of heavy factory types or (b) tin canisters and similar tin containers for packing goods), not wired or curled, and whether plain, pierced, or punched; also all stamped or spun tinners' fittings of metal (other than aluminium and excluding stamped bodies, necks, rings, bungs, tops and bottoms, for making tin canisters and similar tin containers for packing goods), plain, pierced or punched, but except in approved cases, not wired or curled. (Bodies which are completed in New Zealand merely by having an imported handle riveted thereto, are not regarded as embraced by the above decision).

(*Continued on next page*)

We know Australia



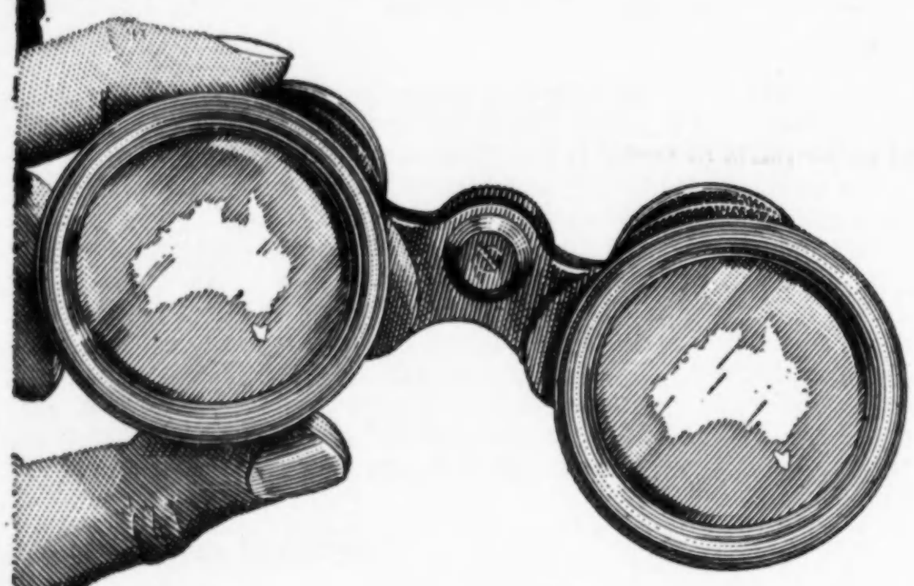
Yes, we know Australia and so we should, for probably nowhere else is a bank so closely integrated with every phase of life in the country it serves. Throughout Australia, the Territory of Papua and New Guinea, and in the British Solomon Islands, there are branches of the Commonwealth Trading Bank. Our knowledge of these areas is, in consequence, extensive, first hand and up-to-date. That knowledge, and our complete range of banking services, we place at the disposal of all who may find them helpful. Your enquiries are invited.

COMMONWEALTH TRADING BANK OF AUSTRALIA

Chief London Office: 8, OLD JEWRY, E.C.2 *and at Australia House, Strand, W.C.2*

Head Office: SYDNEY, N.S.W., AUSTRALIA

With AUSTRALIA in view...



you may need information on one or more of the following:

- ✳ **EXPORT OR IMPORT CREDITS**
- ✳ **EXCHANGE TRANSACTIONS**
- ✳ **COMMERCIAL INTELLIGENCE**
- ✳ **TRAVEL ARRANGEMENTS**
- ✳ **EMIGRATION**

A copy of our booklet 'Australia—Prospect, Progress, Potential' will be sent on request.

E. S. & A. BANK

The English, Scottish and Australian Bank Limited

Head Office:
55 GRACECHURCH STREET, LONDON, EC3

Chief Office in Australia:
287 COLLINS STREET, MELBOURNE

500 Offices in Australia
Agents and Correspondents throughout the World

Dees and triangles, tinned or galvanized, for billy lids.
Dees, tinned, having wings or lugs attached.
Filters or strainers for incorporating in pourers of motor spirit storage cans.
Handles and chips, metal, for cheese hoops.
Handles and ears for completing articles made in New Zealand. (Handles and ears which are intended for attachment in New Zealand to imported bodies or blades merely by riveting, are not regarded as embraced by the above decision).
Handles, bone, fibre, wood, and other non-heat-conducting materials, for teapots, hot water jugs, and similar articles.
Handles, brass, for kettles.
Hinges for teapots or coffee pots.
Knobs, metal, for completing ash pans made in New Zealand.
Knobs, other than knobs composed of casein, synthetic resin, and similar moulded materials, for kettles, teapots, coffee pots and urns.
Labels, stamped sheet brass, for attaching to holloware made in New Zealand.
Roses:
Tops and bottoms, metal, stamped and perforated, but not plated or otherwise worked, for making watering can and shower bath roses.
Watering can roses in which the perforated portions and the bases are threaded for screwing together instead of being soldered.
Sieves, loose, of brass gauze and tin, for making milk strainers.
Spouts, metal or plastic, for oil cans.
Spouts, metal, teapot, coffeepot, kettle and similar.
Studs, brass, for making ball valves for cisterns.
Tin openers, being small metal stampings for permanent attachment to tins to enable them to be opened.
Tops and bottoms, stamped, with breathing valves incorporated therein, for making cheese containers.
Tops, sprinkler, for tins.
Valves specially suited for use on containers for liquid-gas mixtures (aerosols).

Tyres, rubber:
Cord fabric in the piece (not a textile), gummed or ungummed.
Ferrules declared by a manufacturer for use by him only in making bicycle tyres.
Pasteboard, impregnated with a combustible substance, declared by a manufacturer for use by him only in the manufacture of tyre repair outfits.
Textile piece-goods declared by a manufacturer for use by him only in making rubber tyres and tyreing.
Wires, reinforcing, declared by a manufacturer for use by him only in making rubber tyres and tyreing.

Tobacco, cigars and cigarettes:
Cedarwood dressed and cut to sizes for making cigar boxes.
Cigarette tipping material, all kinds.
Paper, tissue, of approved qualities, declared by a manufacturer for use by him only in packing tobacco, cigars or cigarettes, in a bonded tobacco factory.
Ribbon, cigar, printed, for cutting into lengths not exceeding 24 inches.
Ribbons, unprinted, cut into lengths not exceeding 21 inches for cigar packing.
Tobacco binder, being paperlike sheets made from compressed pulverized tobacco leaf.

Tobacco pipes and cigarette holders:
Mouthpieces, vulcanite, in the rough, declared by a manufacturer for use by him only in making cigarette holders which will otherwise be made by him from raw materials in New Zealand.
Mouthpieces, vulcanite, in the rough, declared by a manufacturer for use by him only in making (not repairing) tobacco pipes.

Tobacco pouches, rubber linings for.

Tools:
Ferrules, brass, specially suited for making tools.
Ferrules, oval steel, for making slashers and hedge knives.
Steel blanks for making saws.

Toys:
Clockwork mechanisms suited only for making clockwork toys.
Growlers and squeakers for toy animals and dolls declared by a manufacturer for use by him only in making (not repairing) toys.
Hair, imitation, waved, for making or repairing dolls.
Musical box movements declared by a manufacturer for use by him only in making toys.
Stampings, including printed or lithographed stampings, not built up, suited only for making clockwork toys.
Stampings, iron, raw and not built up, specially suited for making toys (except tricycles and tricycle wagons).
Viscose yarn on declaration by a manufacturer for use by him only in making dolls' hair.

Tributyl citrate.
Tricresyl phosphate.
Tridecylbenzene.
Triethanolamine.
Triethylamine.
Triethylene glycol.
Trigamine.
Tri-isopropanolamine.

Trimethyl borate-methanol (70-30) mixture.
Tripoli powder.
Trixlenyl phosphate.
Trosilin acid.
Tubes, collapsible:
  Applicators for use with collapsible tubes.
  Caps for collapsible tubes.
  Clips for closing collapsible tubes.
  Keys for collapsible tubes.
Tubes of resin impregnated paper on declaration by a manufacturer for use by him only as cores in the manufacture of rolls for adding machines, cash registeres, teleprinters, and similar machines.
Tubing, low finned, declared by a manufacturer for use by him solely in the manufacture of heat exchangers.
Twine:
  Cardboard tubes and cones specially suited for use as cones in the manufacture of twine.
  Tragasol glaze for use in making a filling and polish for cordage and twines.
  Tragon and Tragon B for use in making a filling and polish for cordage and twines.

Details of the substantive tariff rates can be seen at Room E54, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 468). Trade Associations thought to be interested have been informed, and it is suggested that any British firm wishing to make representation might get in touch with its Trade body.

Firms proposing to submit independent representations and requiring further information should approach the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2320), quoting reference CRE 11806/G.

Any British firm or Trade Association intending to make representations is asked to advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1.

Revocation of some tariff concessions on articles and materials

THE NEW ZEALAND Minister of Customs is reviewing the decisions approving the admission at concessionary rates of duty of certain items used solely in the fabrication and repair of goods in New Zealand under Item 448 of the former Tariff.

The New Zealand Customs Department have now published a list of items for which entry at concessionary rates of duty will be revoked, with effect from August 1, 1966, as follows:

Anti foam preparations
  Suprasecs AC, C, D, DX, EW, F, G, K, M, SF
  Toluene di-isocyanate
  Tolyl di-isocyanate
  Fire retardant preparations, even if coloured, for building materials. Examples:
    Albi R
    Sadolins fire protecting compound
  Furniture, cabinetware, and shelving –
    Veneers exceeding 1 mm in thickness, declared by a manufacturer for use by him only in making radio cabinets
  Paints –
    V.1691 varnish plasticizer

Details of the items concerned, together with the substantive tariff in force from March 1, 1966, can be seen at Board of Trade, Room E54, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 468). Anyone wishing to make any inquiry about this notice should approach the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference CRE 11806/G.

This list may possibly contain words which are registered as trade marks in relation to certain kinds of goods.

AUSTRALIA

Tariff changes

CHANGES HAVE been made in the Australian Customs Tariff affecting the rates of duty payable on (a) glassware and (b) hollow bars, tubes and pipes of iron and steel.

Full details of these changes will be published in the *Board of Trade Journal* as soon as possible. In the meantime details of the tariff changes may be obtained from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 468), as soon as these are received.

Tariff changes

FURTHER to the notice published in the *Board of Trade Journal* of March 18 (pages 631 and 632) the Australian Government has now announced that with effect from August 1, 1966 the rates of import duty on complete motor vehicles will be raised to 35 per cent Preferential; 45 per cent General.

Full details of these changes will be published in the *Board of Trade Journal* as soon as possible. In the meantime details of the tariff changes may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 468), as soon as these are received.

DOMINICAN REPUBLIC

Import duty exemption for records of classical music and language-learning records

HM EMBASSY in Santo Domingo report that Law No. 276 of June 29, 1966, states that records of classical music and language-learning records are exempt from import duty. In cases where it is not easy to determine the classical nature of a musical piece, those concerned must obtain the opinion of the Director-General of Fine Arts and the Director of the National Conservatory of Music and Elocution.

Import duty exemption

HM EMBASSY in Santo Domingo report that Law No. 280 of June 29, 1966, is an amendment to Law No. 183 of March 14, 1964, for equipment used in the following:

(a) Baseball and soft ball;
(b) Volleyball, basketball and football;
(c) Tennis and table tennis;
(d) Athletics, field and track, gymnastics;
(e) Fishing and swimming;
(f) Boxing, all-in wrestling and Olympic wrestling;
(g) Chess;
(h) Weight-lifting, judo;
(i) Cycling (restricted to special racing bicycles);
(j) Horseriding;
(k) Badminton.

Note: Tennis-type shoes which can be used in the sports provided for in the present Article shall not receive the benefit of exemption.

Import duty exemption

HM EMBASSY in Santo Domingo report that Law No. 29 of June 30, 1966, states that sanitary towels for women have been exempt from import duty.

The Director-General of Customs and Ports together with the Director-General, shall establish the maximum prices at which such articles can be sold, taking into account the amount of the duties and charges to which exemption has been given.

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COSTA RICA

Consumption tax increase on passenger cars

BY DECREE No. 26 published in the Costa Rican *Official Gazette* No. 155 of July 12, the consumption tax on passenger cars has been increased by 70 per cent.

Description	Tax per Unit (Colones)
Passenger motor vehicles n.e.s., including station wagons, racing cars and three-wheeled vehicles:	
Weighing up to 600 kg.	3,400
Over 600 up to 800 kg.	4,250
Over 800 up to 1,000 kg.	5,100
Over 1,000 up to 1,200 kg.	5,950
Over 1,200 up to 1,400 kg.	7,650
Over 1,400 up to 1,650 kg.	9,350
Weighing more than 1,650 kg. including racing and sports cars of any weight	11,050
Jeeps, Land Rovers, etc.	1,680

Vans converted in Costa Rica into station wagons shall be liable to 70 per cent of the corresponding duty established in this Decree in accordance with the above categories for motor vehicles, etc.

CHILE

Payment for imports

HM EMBASSY at Santiago reports that, at its Session No. 417 of July 5, the Executive Committee of the Central Bank reduced the minimum period which must elapse before payment for imports may be made from 90 to 80 days (from the date of the bill of lading).

UNITED STATES

Use of description 'golden' for non-gold thimbles

THE UNITED STATES Federal Trade Commission has rendered an advisory opinion objecting to both the description 'golden' for a non-gold thimble and the accompanying explanatory phrase 'electroplated with real gold' since the thimble in question is not composed throughout of 24 carat gold.

The Commission has pointed out that the gold flashing on the thimbles is between three and seven millionths of an inch thick, and that a coating of gold of less than 7/1,000,000 of an inch in thickness is too thin and insubstantial to warrant the description 'gold electroplate'.

Inquiries regarding this notice should be addressed to the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2397).

PORTUGAL

New tax

THE PORTUGUESE *'Diario do Governo'*, First Series No. 151 of July 1, 1966 published Decree-Law No. 47,067, which introduces a new turnover tax on goods of all kinds whether imported or of national manufacture, effective from August 1, 1966.

The basic rate will be 7 per cent on all commercial transactions, but an additional 13 per cent will be levied on luxury goods such as antiques, firearms, articles of precious metal, caravans, pleasure craft, spirituous liquors, certain foods and beauty preparations. The tax will, in principal, fall on the price used in transactions effected by the wholesaler.

There are exemptions from the tax, notably fertilizers, basic foodstuffs, items connected with medical and social welfare, coal, electricity, water and some wines.

All inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 460 and 462), who hold a copy of the Portuguese text of the new Decree-Law.

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FRANCE

Minimum price regime for fish

THE FRENCH *Journal Officiel* of July 23 announced that the minimum price under which imports of herrings, fresh, chilled or frozen, whole, headless or sliced (Tariff No. 03.01 B I ex a) may be effected from all countries other than those of the European Economic Community, will be as follows:

Product	Minimum price per quintal Francs
Herring in cases (weighting 40%)	69
Herring in boxes, intended for human consumption (weighting 60%) . .	

This announcement amplifies the notice in the *Journal Officiel* of February 1, 1966, details of which were published in the *Board of Trade Journal* of February 25, page 480).

The French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

Imports of goods from Britain under negotiated quotas

THE *Board of Trade Journal* of July 29 published a short announcement about the opening of the quotas for the import of British goods into France for the second half of 1966. Full details are as follows:

I. Quota for which import licence applications may be made only by the following organization:

Quota No.	Tariff No.	Description and name of organization
4	06.02 C II b 2	Hothouse and greenhouse plants: Groupement national interprofessionnel des semences, graines et plantes.

II. Quotas for which import licences will be examined as and when they are received. Applications for import licences for the following products, on form AC and accompanied by a pro-forma invoice, should be made to the Direction générale des douanes et droits indirects, service des autorisations commerciales (importations), 8 rue de la Tour-des-Dames, Paris (9e) from July 14, when they will be examined as and when they are received.

Quota No.	Tariff No.	Description
5	Ex 06.03 . .	Cut flowers.
7	Ex 15.07, ex 16.04, 17.02 F, 20.01, ex 20.02, ex 20.06, ex 21.07	Products of the food industry (1).
12	19.08 B ex II . .	Cakes and similar products (1).
19	23.07 ex B . .	Animal feeding stuffs with a base of whale protein and animal pet foods.
21	38.14 B I a . .	Oil additives.
37	85.15 C II ex a .	Assemblies constituting components of radio-electric apparatus.
42	Ex 88.02 . .	Light aircraft.
43	89.01 B ex I . .	Light boats and replacement parts.
53	Various . .	Miscellaneous (2).

(1) The methods of application for import licences for these products were laid down in a general notice to importers published in the *Journal Officiel* of January 26, 1963, page 923.
(2) This quota is reserved for the import of restricted goods which are not named in the agreement or in global quotas.
(3) Quota 6 bis has been abolished, and tariff heading 19.03 has been deleted from Quota No. 7 following recent liberalization measures.

III. Quotas to be administered in Britain.

Applications for import licences for the following products may be submitted to the Direction générale des douanes et drois indirects, service des autorisations commerciales (importations), 8 rue de la Tour-des-Dames, Paris (9e) as from July 14, when they will be examined as and when they are received.

Import licence applications must bear in block letters the words *Importations de Grande Bretagne, Poste No. ....'* and must be accompanied by a pro-forma invoice or quota certificate endorsed by the appropriate British authority. The names of these authorities are given below.

Quota No.	Tariff No.	Description and name of authority
6	19.05 . . .	Cereal breakfast foods – Ministry of Agriculture, Fisheries and Food, Association of Cereal Food Manufacturers Ltd., and The Scottish Oatmeal Millers' Association.
9	17.04 A, C I, II; 18.06	Confectionery – Board of Trade, Commercial Relations and Exports Department.
11	19.07, 19.08 ex A .	Biscuits, rusks and dietary breads – The Cake and Biscuit Alliance Ltd.
13	19.08 B ex II . .	Christmas pudding – Food Manufacturers' Federation.
14	Ex 20.04, ex 20.05, ex 20.06	Mincemeat and lemon curd – Food Manufacturers' Federation.
15	Ex 20.05 . .	Jams and marmalades – Food Manufacturers' Federation.
15 bis	Ex 20.05 . .	Bitter orange marmalade – Food Manufacturers' Federation.
16	20.07 A, ex B .	Fruit juices – Food Manufacturers' Federation.
17	Ex 21.01, ex 21.07 .	Fruit and other essences – Essence Export Group.
18	22.09 C ex I . .	Rum – Rum Importers' Association of Great Britain.

Note: Tariff heading ex 21.02 has been deleted from Quota No. 17 following recent liberalization measures.

The attention of exporters is drawn to the regulations for the import of goods under bilateral quotas, published in the *Board of Trade Journal* dated December 4, 1964, page 1244.

The French text of the above notice may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

Liberalization of imports

THE *Board of Trade Journal* of May 6, page 1028-1031, published two lists of goods subject to quantitative restriction in France. List II, covering goods originating in Hong Kong, should now be amended as follows:

A. The following tariff heading should be deleted:

61.09:	Corsets, corset-belts, suspender-belts, brassières, braces, suspenders, garters and the like (including such articles of knitted or crocheted fabric), elastic or net

B. Tariff headings 61-01, 61-02 and Ex 97-02 should be amended to read as follows:

Ex 61.01	Men's and boys' outer garments:
A	Working garments (for example aprons, overalls, boiler-suits).
Ex B	Other: except judo garments.
Ex 61.02	Women's, girls' and infants' outer garments:
A	Babies' articles.
Ex B	Other:
I	Working garments (for example, aprons, overalls, boiler suits).
II	Shirt-waists, blouses and other lingerie articles.
Ex III	Other: except kimonos.
Ex 97.02	Dolls of all kinds.
Ex B	Parts and accessories.
I	Heads.

The full French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

(*Further announcements on page* 384)

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A = annually; M = monthly; Q = quarterly; 6-M = every six months.

Title	*Last published*
Balance of payments (Q)	15 July 1966
Business names registered (A)	4 Feb. 1966
Capital expenditure:	
By industry (Q)	8 July 1966
Distributive and service trades (A)	31 Dec. 1965
Expected capital expenditure (3 times a year)	24 June 1966
Catering trades turnover (M)	15 July 1966
Chemical industries production (6-M)	20 May 1966
Companies:	
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Credit:	
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Deliveries of certain products (Q)	1 July 1966
Production, exports and orders (M)	29 July 1966
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Cinema admissions and takings (M)	1 July 1966
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Food consumption levels (A)	20 Aug. 1965
Foreign trade:	
Commonwealth trade (A)	1 July 1966
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Unit value and volume index nos. (M)	8 July 1966
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Hairdressing trades turnover (M)	15 July 1966
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Assets and liabilities of HP companies (Q)	20 May 1966
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Industrial building provisional figures (Q)	29 July 1966
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Man-made fibres:	
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Shipping movement at UK ports (M)	22 July 1966
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Clothing and textiles orders and deliveries (M)	22 July 1966
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Wholesale prices:	
Average prices of selected commodities (A)	25 Feb. 1966
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Board of Trade Departments, etc.

Subject	*Last published*
Board of Trade addresses	13 May 1966
Board of Trade regional organization	24 June 1966
British and Commonwealth chambers of commerce and other British business organizations overseas	11 Mar. 1966
British commercial representatives overseas	24 June 1966
Directory of Board of Trade departments and their work	27 May 1966
ECGD local offices	4 Mar. 1966
Official Receivers' offices	5 Nov. 1965
United States consular offices in the UK	17 June 1966

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THE NETHERLANDS

Import duty tariff quotas

A NETHERLANDS MINISTERIAL Order No. D6/5356 of July 20, 1966 (*Nederlandse Staatscourant* No. 139 of July 21), contains an amendment to the list of goods to be admitted at a reduced rate of import duty up to an annual quota specified against each item when imported from *non-EEC* countries.

Goods imported under the terms of this Order may not be re-exported from the Netherlands before they have undergone some form of further manufacture or treatment. (Cleaning, sifting, washing, dyeing, bottling, packing in bags, affixing labels, etc., will not be regarded as having been further manufactured or treated.)

The order came into force from July 23, 1966.

AMENDMENT

Tariff No.	Description of Goods	Annual Quota (Quantity: Metric tons)		Reduced Import Duty (Per cent)	
		OLD (Prior to July 1, 1966)	NEW (From July 1, 1966)	OLD (Prior to July 1, 1966)	NEW (From July 1, 1966)
73.13 A I and 73.15 B VI a 1	'Electrical' sheets and plates with a watt-loss regardless of thickness of 0·75 watt or less	400*	1,000†	5‡	6§

* Quota for the first half of 1966.
† Quota for the second half of 1966.
‡ Reduced import duty for the first half of 1966.
§ Reduced import duty for the second half of 1966.

A previous notice on the Netherlands Import Duty Tariff Quotas was published in the *Board of Trade Journal* of July 1, 1966, page 61.

WEST GERMANY

Quotas for goods at fairs

THE FEDERAL GERMAN Ministry of Food, Agriculture and Forests has announced that import licences will be issued covering sales at fairs to be held during the second half of 1966. Licences will be allocated to firms, as previously, in accordance with the amount of space booked. It has been agreed with the German authorities that currency up to the following amounts will be made available for goods sold by United Kingdom exhibitors at the above fairs:

	DM
Fruit and fruit juices in tins and bottles	100,000
Miscellaneous foodstuffs from Great Britain	500,000
of which:	
Barley and oat products	up to 25,000
Canned vegetables	up to 50,000
Jams and marmalades	up to 75,000
Miscellaneous foodstuffs from the dependent overseas territories	40,000
Ice cream	250,000
Ice cream mix	50,000

United Kingdom exhibitors who wish to obtain licences should notify the Commercial Department of the British Embassy, Friedrich Ebert Allee 77, Bonn, not later than the first post on August 16, 1966. Applications should be accompanied by a copy of the agent's sub-tenancy agreement for stand space (Untermietvertrag).

All inquiries relating to this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2307).

SPAIN

Opening of global quotas

THE SPANISH LIST of Global quotas for 1966 was published in the *Board of Trade Journal* for March 11, page 574. The Spanish authorities have invited applications from Spanish importers, merchants and industrialists against the following quotas:

Quota No.	Goods	Minimum value of licences for which applications invited	Applications to be presented between
		Million pesetas	
1	Hops	14·520	Aug. 15-Sept. 15
3	Fruit preserves	11·000	Aug. 15-Sept. 15
4	Preserves for children	3·300	Aug. 15-Sept. 15
5	Miscellaneous food products	2·475	Aug. 15-Sept. 15
6	Soup and soup preparations	4·950	Aug. 15-Sept. 15
14	Varnishes, inks, pigments and similar preparations	7·200	July 28-Aug. 28
15	Perfumery, toilet and cosmetic preparations	4·500	July 28-Aug. 28
23	Manufactures of artificial plastic materials of cellulose esters and of artificial resins	7·920	July 28-Aug. 28

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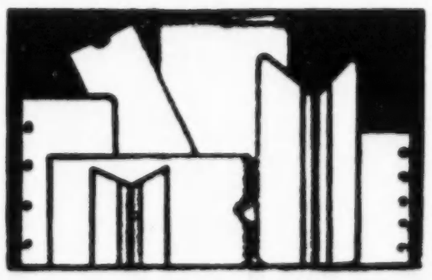

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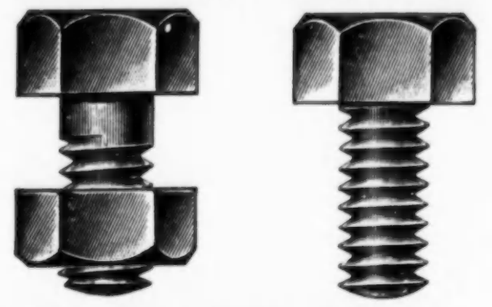

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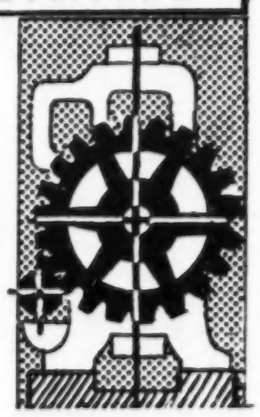

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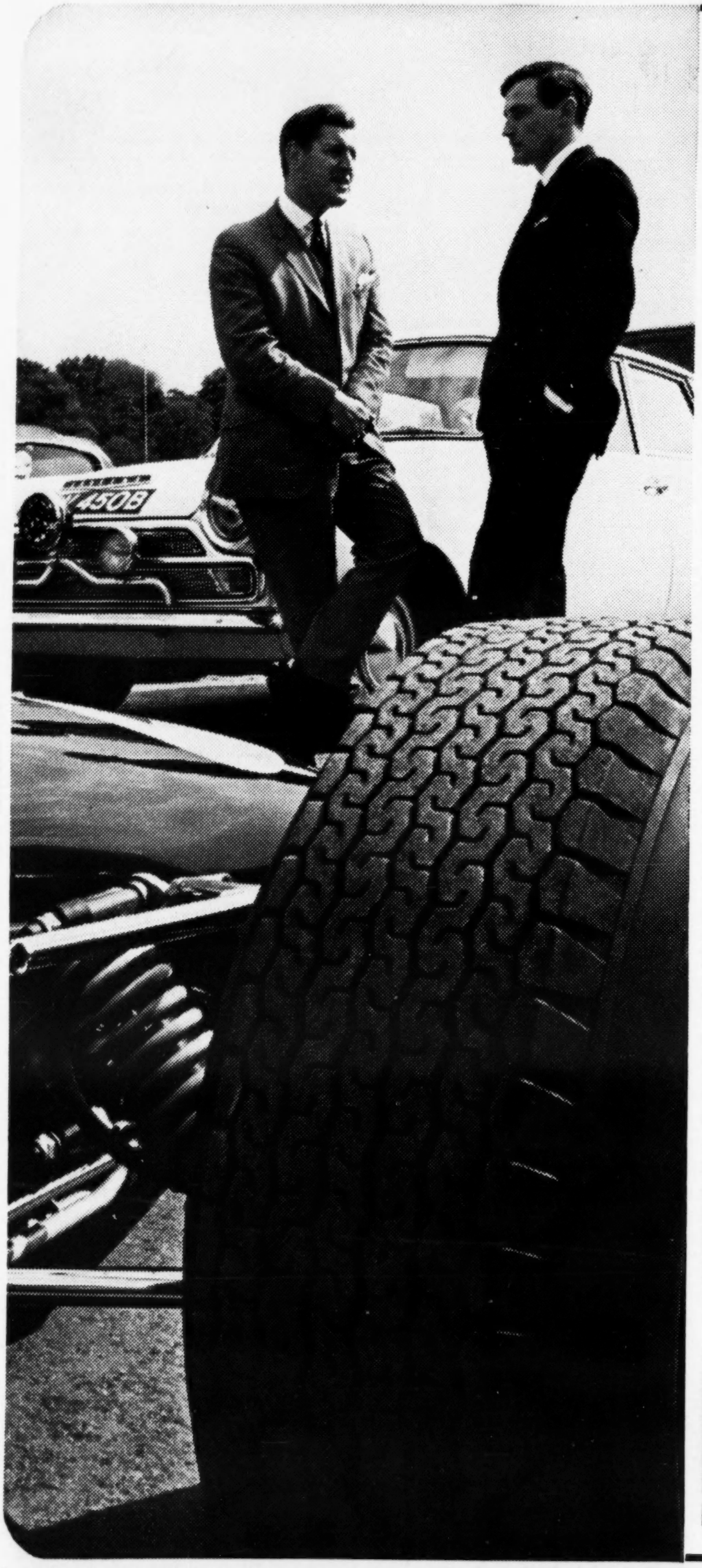

This man is a 'small' exporter, but not for long. This year his exports will be ten times up on '64.

Lord Nuffield began by making bicycles. Jim Clark once raced a Standard 8. Everyone has to start somewhere, and Alan B. began exporting motor accessories on a modest scale mid-way through 1964. We talked to him at Brands Hatch.

Interviewer: Your export figures are already becoming less modest?

Alan B: If you start with a figure of a few pounds it's not hard to double and treble it. But we have gone up well: £4,000 the first year, £26,000 the second, and it should be around £40,000 this year.

I: You first came to ECGD for cover for U.S.A. Are you in other markets as well now?

Alan B: We're selling to Italy, Germany, Sweden – most countries in Western Europe. And still to the U.S. – that's the best market of the lot.

I: You have a lot of separate customers: could you keep track of the creditworthiness of all of them without ECGD?

Alan B: We couldn't begin to. This financial security aspect is most vital to us. And besides that, ECGD advice on an importer is a useful pointer to how well he can handle our business. Obviously a firm of our size can't make a personal check on every overseas buyer, but ECGD approval gives us a pretty good indication that he's O.K.

I: Expansion costs money. Does your ECGD policy help you in financing exports?

Alan B: It helps a lot, especially as we begin to get bigger orders on extended delivery. On the back of our ECGD policy we can get a 90% advance on bills from the bank.

I: Have you found small size a disadvantage in exporting?

Alan B: Not at all. All you do is provide products people want. Advertise. Keep tabs on enquiries through ECGD. And never fall down on the simple things, such as packing the goods well, making sure the documents are in order, seeing that the goods arrive on time.

I: I'm surprised you've time to come to Brands.

Alan B: Busman's holiday. Does me good to see so many of our products in the car park. And it's better still to see them in Rome and Frankfurt and Stockholm.

Small companies as well as big can find new sales potential abroad – with export credits guaranteed by ECGD at lower cost than ever before: premiums have now been reduced again by an average of 15%. The interview above is authentic; only the people in the photograph are fictitious. To get the full story of how ECGD can help you increase exports, 'phone your local ECGD Manager today.

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